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STRATEGIC BIDDING FOR CONTRACTS BY OFFICER IN CHARGE OF CONSTRUCTION, NAVAL FACILITIES ENGINEERING COMMAND CONTRACTS JACKSONVILLE AREA, JACKSONVILLE, FLORIDA

BY

MARK K. CHO





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Summer 1993



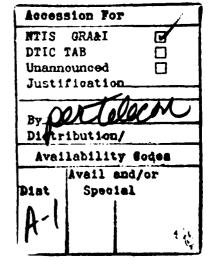


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#### CHAPTER ONE

#### INTRODUCTION

To be successful in competitive bidding strategy, a contractor needs to bid high enough to assure himself of a profit on each job, yet low enough to get the job. The main problem is that if a contractor bids high enough for a sure profit, he may be too high to get the job. But the only way to be sure of having the low bid is to bid below cost.

Under these conditions, a contractor is faced with two extremely unpleasant alternatives: (1) an excellent chance of making no profit with a low bid, or (2) no chance at all of making a high profit with a high bid. However, somewhere between these extremes there is an opportunity for a contractor to make a reasonable profit.

Every job has an optimum or "best bid" which will, in the long run, result in the highest possible profit obtainable under the existing competitive situation. The objective of a competitive bidding strategy is simply to identify this optimum markup for a job before it is bid, or better yet, before incurring the time and expense of preparing a detailed cost estimate.

This paper will strive to generally illustrate the strategic bidding by finding the optimum markups for bids, using the actual bid data obtained from Naval Facilities Engineering Command Contracts Office, Naval Air Station (NAS), Jacksonville, Florida.

The objectives of this paper also include a general introduction of strategy, the importance of it, and the practical analysis of actual bid data by strategic bidding.

The optimum markups computed based on the actual data in this paper, however, are solely to illustrate the bidding strategy, not to be used in practice, since the number of data utilized for analysis were not sufficient enough and also the data used for analysis were collected only from a single source.

#### CHAPTER TWO

#### STRATEGIC BIDDING

## 2.1 The Meaning of Strategy

Strategy can be defined in the following ways:

- Skillful management in getting the better of an adversary.
- The means by which a company uses its financial and physical resources to accomplish its objectives.
- The science and art of meeting competition under the most advantageous conditions possible.
- A careful plan or method.
- The art of devising or employing plans toward a goal.
- Management's ideas regarding a firm's objectives, the means by which these objectives will be accomplished, and the reasons for pursuing them.

In all cases, strategy involves management's decisions in the face of uncertain competition. A strategy is primarily concerned with attempting to meet this uncertain competition under favorable terms, ideally, in matching one's major strengths against the competitors' major weaknesses. Success in business requires certain general attributes on the part of management: a thorough understanding of the rules and conditions, a sound knowledge of the odds of the game, and a good sense for strategy.

# 2.2 The Role of Strategy

Strategy involves making competitive decisions; the more competitive an industry, the greater the need for making sound strategic decisions. Nowhere is this need greater than in construction contracting, where competitive pressures are probably more intense than in any other industry. Competitive bidding especially, offers abundant opportunities for the application of strategy. In competitive bidding the contractor is faced with two seemingly incompatible and contradictory objectives: He must bid high enough to make a profit, yet low enough to get a job-both at the same time.

Most contractors are able to estimate, at least with reasonable accuracy, what their direct costs on a job will be. And taking a single job, most of the competing contractors can also be expected to encounter roughly the same costs of performing the work; they are all subject to the same costs of operation, have access to the same labor supply, use the same types of equipment, obtain supplies and materials from the same sources, and have somewhat comparable, if not equal, supervisory capabilities.

However, some contractors are able to operate successful, profit-making business, while others go broke or are, at best, barely able to survive. The most difference between success and failure in the contracting business can be found in management's ability to make the strategic decision at the strategic time. Therefore, strategy is an essential ingredient for success in

every competitive situation.

#### 2.3 The Management Decision

In contracting the area where profits must be made is the area between the estimated direct cost of doing a job and the amount bid for the job. The lower limit of a job's price-the actual-is more or less fixed, since there are few contractors who will willingly take a job at less than their direct cost.

The profit-making area between the estimated direct cost and the bid price is also the area where most losses are incurred. This is usually caused by either management's failure to include sufficient markup or its failure to attain sufficient volume to recover indirect costs. And it is therefore the management decision that brings the success or failure of business to nearly every construction firm.

Every important management decision involves a process of selection between two or more alternative courses of action; otherwise, no decision would be necessary. In making the best possible decision under the existing, known circumstances, several well-defined steps should be followed:

- Define the objectives; what is hoped to be accomplished by the decision?
- Identify different approaches that might be used to attain the desired objectives.
- 3. Analyze and compare these alternatives to see which offer the best possibilities.

4. Choose the approach that is best suited to the firm's capabilities and objectives.

The first step in developing a suitable competitive strategy is to determine the firm's objectives. These objectives can be expressed and measured in a number of different ways. Profit, probably the most common business objective, can be measured, for example, as a net dollar amount, or as a percentage return on sales, investment, net worth, assets, or working capital.

## 2.4 Measuring Bidding Efficiency

The major function of any executive is to make decisions. In general, the more difficult the decision, the greater the rewards for making the correct, or at least the best possible, decision. In order for the executive to be able to make effective decisions, he must first have alternatives to choose from, information (both factual and theoretical) on which to base his decision, and finally, the authority to act on his decisions once he has made them.

In contract construction, measuring bidding efficiency offers more bullets to decision makers and efficient bidding is obviously the key to success. Bidding efficiency is defined simply as the ratio of the amount of profit actually made, to the amount that could have been made had all competitors' bids been known prior to the letting. In other words, it represents the

<sup>&</sup>lt;sup>1</sup>Park, William R, <u>Construction Bidding for Profit</u>, A Wiley-Interscience Publication, 1979

amount that could have been made by taking all jobs at the lowest competitors' price, providing the jobs would have been wanted at those prices.

## 2.4.1 Jobs in General

For illustration, the actual bid data from the contracting office at Naval Air Station (NAS), 2 Jacksonville, Florida were obtained. A typical data enclosed in Appendix A is shown in Table 1. These data include number of bidders, lowest bids, and

Table 1. A Typical Bid Data

ABST	RACT OF OFFERS	S-CONSTRUCTION	Issued	Opened	d Bid Expires
	ing Office- - JAX AREA	N62467-91-C-6236	13 AUG 91	12 SEP	91 11 NOV 91
	SONVILLE, FL	PROJECT TITLE:  HVAC REPAIRS, BLDG 1456, NAVAL STATIC FLORIDA		330,	r EST ,899.00
No	Offeror		Bid i	Amount	Priority
1	PYRAMID MEC	HANICAL, INC.	311	,348	2
2	BILL WILLIAM	MS A/C & HEATING, II	NC 326	,000	
3	SAUER INCOR	PORATED	306	,000	1
4	ALPHA SERVI	CE, INC.	320	,000	3
5	COKER CORPO	RATION	330	,700	
6	AELE PRODUC	IS COMPANY	387	,200	
7	WEATHER ENG	INEERS, INC.	334	,900	
8	DAN RICE	· · · · · · · · · · · · · · · · · · ·	341	,777	

<sup>&</sup>lt;sup>2</sup>Officer in Charge of Construction, Naval Facilities Engineering Command Contracts, Jacksonville, Florida

government estimates for various contracts awarded from November 1990 through April 1993.<sup>3</sup>

According to contracting officials at NAS, Jacksonville, these government estimates were prepared by adding the assumed contractors' profits and overheads to direct costs. These profits vary depending on the size of contract, ranging from 26 percent for contracts under \$100,000 to 16 percent for contracts above \$200,000. For jobs above \$100,000 and below \$200,000, 21 percent of profit was used and the overheads applied to all the government estimates were 19 percent.

Table 2. Summary of Direct Costs based on Government Estimates

Job Number	Gov Estimate	Direct Cost
1	675,979	500,725
2	330,899	245,110
3	233,000	172,593
4	267,876	198,427
5	149,000	106,429
6	497,000	368,148
7	294,400	218,074
8	185,448	132,463
9	110,000	78,571
10	170,100	121,500

Ten contracts were randomly selected from the list of data and analyzed for bidding efficiency. Table 2 shows the computed direct costs based on the government estimates. Since the direct

<sup>&</sup>lt;sup>3</sup>Appendix A

costs on these jobs weren't available, the given percentages of the overheads and profits were used to calculate the direct costs. For example, the direct cost for the job number 1 is calculated as:

$$GOE = 1.35 DC$$

$$DC = \frac{GOE}{1.35} = 500,725$$

where 
$$GOE$$
 = the government estimate = 675,979  
 $DC$  = the direct cost  
 $1.35 = 100\% + 19\% + 16\%$ 

Table 3 summarizes the results achieved by using the government estimates as assumed contractor's bids. Since this study is a simulation to obtain the optimum percentage markups

TABLE 3. Summary of Bid Tabulations on Ten Contracts

Job Number	Number of Competitors	Lowest Competitor's Bid	Assumed Bid	Maximum Profit Potential	A	Art's ssumed rofit
1	6	\$ 627,000	\$ 675,979	\$ 126,275	s	0
2	8	306,900	330,899	61,790	·	0
3	4	221,680	233,000	49,087		0
4	6	239,942	267,876	41,515		0
5	10	134,845	149,000	28,416		0
6	9	458,000	497,000	89,852		0
7	8	283,500	294,400	65,426		0
8	11	178,790	185,448	46,327		0
9	7	114,942	110,000	36,371	2	0,429
10	8	160,777	170,100	39,277		0
Total				\$584,336	\$2	0,429

for different job characteristics and most contractors can estimate, with reasonable accuracy, what their estimate will be on a job, an artificial company, 'Art Construction', who will use the assumed bids for this analysis, was created for the simulation.

In each case, the lowest competitor's bid on a job determines the maximum profit that can be made on that job, so the "maximum profit potential" represents the difference between the lowest competitor's bid and the estimated direct project cost.

Therefore, the maximum profit potential defines the most profit that could possibly have been made if all competitors' bids had been known in advance; for these ten jobs, then, the maximum profit potential was \$584,336.

The \$20,429 profit realized by Art Construction on job number nine represents 3.5 percent of his maximum profit potential on the ten jobs:

$$\frac{20,429}{584,336} = 0.035 = 3.5\%$$

Table 4 presents what the effect on this contractor's profits would have been had different markups been applied on the same ten jobs described in Table 3. The work was done using a spreadsheet computer software and the details are provided in Appendix B. Table 4 shows that the alternatives range from

Table 4. Results of Applying Various Percentage Markups to Bids

Markup Applied to Job (%)	Number of Jobs Won	Estimated Cost of Jobs Won	Gross Profit on Jobs Won	Bidding Efficiency (%)
0	10	2,549,027	0	0
1	10	2,570,448	21,420	3.7
2	9	2,351,772	38,872	6.7
3	9	2,371,208	58,308	10.0
4	9	2,390,644	77,745	13.3
5	9	2,410,085	97,181	16.6
6	8	1,969,331	94,528	16.2
7	6	1,045,333	58,074	9.9
8	5	918,465	57,856	9.9
9	5	925,697	65,088	11.1
10	4	710,285	55,061	9.4
11	4	715,791	60,567	10.4
12	3	435,620	39,904	6.8
13	3	438,945	43,229	7.4
15	2	282,786	31,655	5.4
20	1	109,214	15,714	2.7
25	1	113,143	19,643	3.4
28	0	0	0	0

getting all ten jobs at a 0 percent markup (no profit) to getting none of the jobs at a 26 percent markup (same result, no profit). Between these extremes, the choices will produce varying levels of profits ranging from \$12,571 at a 16 percent markup to \$97,181 at a 5 percent level. As the markup increases from zero, the volume of work decreases.

Eventually, profits increase to a maximum, then again decline to zero at the point of no volume. Figure 1 shows these relationships. Had all jobs been bid at a 5 percent markup, the contractor's bidding efficiency would have been:

$$\frac{97,181}{584,336} = 0.166 = 16.6$$

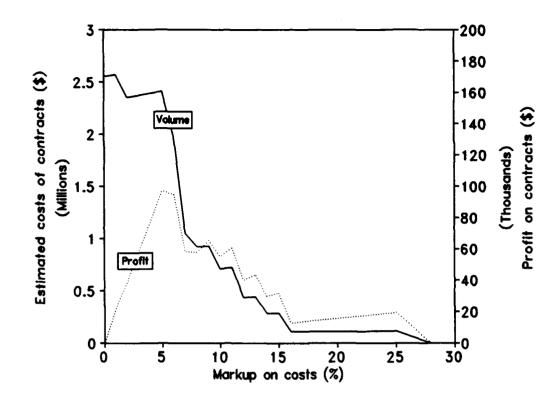


Figure 1. Profit and volume associated with different markups

## 2.4.2 Different Job Characteristics

By analyzing the bids on many more recent jobs (about 40 in this case) an effective bidding strategy was developed for this study. This bidding strategy identifies the markup to be used for different job sizes. Jobs are divided into three categories:

1) jobs over \$200,000, 2) jobs under \$200,000 and over \$100,000,

3) jobs under \$100,000. Again, this was done using a spreadsheet (QUATTRO PRO 4.0) and the details are enclosed in Appendix C, D, and E accordingly.

For contracts estimated at more than \$200,000, 13 jobs previously executed in Jacksonville area were selected and analyzed by applying different markups. The bid data for these 13 jobs are provided in Appendix F. Figure 2 shows the relationships of profit and volume associated with different

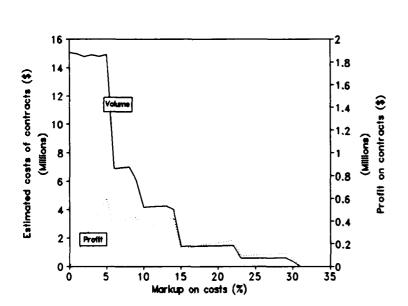


Figure 2. Profit and volume associated with different markups

markups for these
jobs. Applying
various markups from
0 to 31 percent, the
markup of 5 percent
was found to be the
optimum markup for
these contracts
priced at more than
\$200,000. The
bidding efficiency
obtained from this

optimum markup was 23.1 percent (see Appendix C for more detail).

For contracts estimated at more than \$100,000 and below \$200,000, 13 jobs were, again, selected and analyzed using the same method. The bid data are enclosed in Appendix G for reference. Figure 3 is a result of the analysis showing the optimum markup of 7 percent for the jobs at this level.

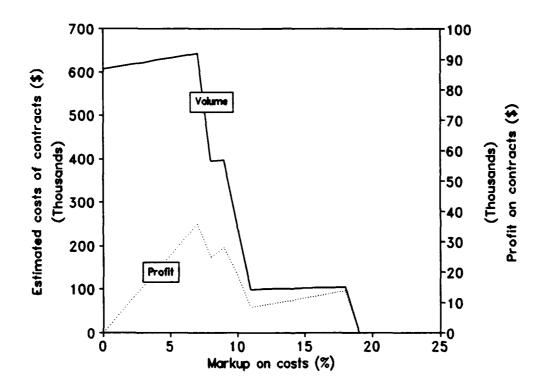


Figure 3. Profit and volume associated with different markups

The bidding efficiency calculated at the optimum markup was 10.4 percent. The markups applied for analysis ranged from 0 to 28 percent (see Appendix D for more detail).

Finally, 13 additional jobs were selected for contracts estimated at below \$100,000 and analyzed for strategic bidding. These bid data are enclosed in Appendix H. The optimum markup for bidding strategy at this level was 12 percent as shown in Figure 4.

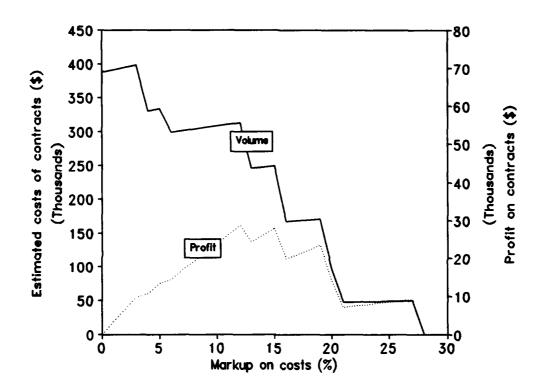


Figure 4. Profit and volume associated with different markups

The bidding efficiency, then, was calculated to be 17.1 percent and the markups applied for analysis ranged from 0 to 28 percent (Appendix E).

Combining these three analyses for different job characteristics, it was evident that the optimum markup for the jobs estimated at over \$200,000 was 5 percent, 7 percent for the

jobs estimated at over \$100,000 and under \$200,000, and 12 percent for the jobs estimated at below \$100,000 as shown in Table 5.

Table 5. Optimum Percentage Markups

Over	\$100,000 to	Under
\$200,000	\$200,000	\$100,000
5%	7%	12%

This bidding strategy identifies the markup to be used for different job sizes. Were more data available for analysis, say several hundred jobs, the bidding strategy could be broken down in more detail including the number of competitors involved.

This particular strategy varies the markup from a low of 5 percent on large jobs bid to a high of 12 percent on small jobs

Table 6. Results of Using Optimum Markups

Job Number	Lowest Competitor's Bid	Optimum Markup (%)	Optimum Bid	Profit Using Optimum Bid
1	\$ 627,000	5	\$ 620,899	\$ 25,036
2	306,900	5	303,937	12,256
3	221,680	5	214,015	8,630
4	239,942	5	246,049	0
5	134,845	7	134,100	7,450
6	458,000	5	456,504	18,407
7	283,500	5	270,412	10,904
8	178,790	7	166,903	9,272
9	114,942	7	99,000	5,500
10	160,777	7	153,090	8,505

Total 105,960

bid. The results of applying this strategy to those same ten jobs in Table 3 for comparison is shown in Table 6. Earlier, Table 3 showed that without bidding strategy the Art's profit would have been \$20,429 with 3.5 percent of the contractor's bidding efficiency. Applying the optimum markups obtained from the bidding strategy above, total profits of \$105,960 would have been realized on nine jobs. This profit is 9 percent more than would have been possible using any fixed markup (Table 4). This bidding strategy also raised the contractor's bidding efficiency to 18.1 percent.

#### CHAPTER THREE

#### CONCLUSION

Applying a carefully thought out bidding strategy and the selected strategy tailored to an individual contractor's specific operations can be quite important in achieving the maximum profit. Theoretically derived bidding strategies have proven effective in achieving the maximum profits possible under existing competitive conditions.

Therefore, the managers of any successful company should identify the markup that will result in the greatest possible profit on a specific job in view of the prevailing competitive situation surrounding that job and determine the chances of getting a job by bidding with the identified optimum markup.

A variable markup will almost invariably result in higher profits than any constant markup. Regardless of the strategy employed, it should be continually monitored by management, both to make sure the strategy is accomplishing its objectives and to make sure that the firm's objectives are reasonable in view of the existing competitive situation.

The overall effect of strategic bidding will raise the general level of industry profits by making individual contractors profit-conscious rather than volume conscious.

# APPENDIX A

Bid Data

for

Jobs in General

(Source: Naval Air Station, Jacksonville, Florida)

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SOUTHMARK CONSTRUCTORS, JACKSONVILLE, FL	UCTORS, INC.	/	4	306,6700				
MILITARY CONSTRUCTION CORP. ORANGE PARK, FL	CTION CORP.	//	f	287000.00	(3)			56
NELSON CONSTRUCTION CO. JACKSONVILLE, FL	TION CO. OF JAX	/	þ	319,137,00			·	
COKER CORP. JACKSONVILLE, FL		1	Y	290,770.04	(b)			
ARKO CONSTRUCTION JACKSONVILLE, FL	N & ENGINEERING	1	7	319,880.00				
L. C. GASKINS CONSTRUCTION CO. JACKSONVILLE, FL.	ONSTRUCTION CO.	7	7	325,400.00				
10. I certify that I have opened read this abstract all offers referred	opened read and recorded	rded on		Signat	Signature and Title Of	of Certifying Official	official Los	

ABSTRUCTION OFFERS-CONSTRUCTION		SOLICITATION	NOI	ISSUED	JED	OPENED	BID	BID EXPIRES	¥	AMENDS	Page of	Pages
Issuing Office -	N62467-92-C-6275	-6275		23	JUL 92	25 AUG	92	24 OCT 92		0	-	2
AREA E, FL	PROJECT TITLE: INSTALLATION OF ABOVE GROUND GASOLINE STORAGE TANKS, BLDG.	STALL	ATION E TANE	OF ABOV	E 4 GOVT EST 08	EST od	CONTROL AMOUNT	MOUNT \$				
77	265, NAVAL STALLUN, MAYFUKI,	, яд , яд	roki	, FLOKID	Bid Item 1	<del>                                     </del>	Bid Item 2	Bid	Item 3	Bid Item 4	Total	
No. Offeror		Rid B	Bond 20 Amt	Amend Ack	Bid Item 1		Bid Item 2	Bid	Bid Item 3	Bid Item 4	Total	
I.G.G. CONTRACTORS I SAVANNAH, GA		7	7	11/19	343,310	3/0 8						
ANACON, INC.		7		NA	331,000	8 18						
POWERHOUSE MAINTENANCE 3 WILMINGTON, NC	ANCE & CONSTR.	7	7	NA	205,939		(3)					
	STRUCTION CO.	7	7	NIA	274690	060						4
DAN RICE CONSTRUCTION CO., INC. 5 HOLLY HILL, FL	ION CO., INC.	7	7	2/4	178, 490	306	(C)					
OLYMPIC INDUSTRIES, 6 PALM CITY, FL 34990	INC.			ال 10	246,000	8,6						
SAUER INC. , JACKSONVILLE, FL		7	\		244,990	90 06						
ARKO CONSTRUCTION & JACKSONVILLE, FL	& ENGINEERING	7	`	Ala	238,000	व १						
ANDERSON COLUMBIA ENVIRONMENTAL 9 LAKE CITY, FL	ENVIRONMENTAL	7	>	410	192,8:	$\bigcirc$	(2)					
PHOENIX COMMERCIAL CORP.	CORP.	7	7	UIA	217,700	9 0	3					
I certify that I have opened read and recorded this abstract all offers received in reponse this solicitation (Mrs.)	received and recorded received in reponse		u o		Sign of the second	Signatur	Signature and Title Of Certifying Official	le of Ger	ortifying o		8-35-93	

PSTRACT	AACT OF OFFERS-CONSTRUCTION		SOLICITATION	TION	ISS	ISSUED	OPENED	BID EXPIRES	PIRES	AMENDS	Page	0 (	Pages
inse		N62467- 92-C-6275	-6275		23	23 JUL 92	25 AUG 92	92 24 OCT 92	r 92	0	2		2
	X AREA	PROJECT TITLE: I GROUND GASOLINE	INSTALLATION STORAGE TAN	LATION GE TA	N OF NKS, BLDG.	GOVT EST	EST	CONTROL AMOUNT	NUT \$				}
		265, NAVAL STATION, MAYPORT,	ON, M	AYPOR'		Bid Item 1		Bid Item 2	Item			Total	ļ
0	Offeror		Bid	Bid Bond Type 20 oamt	Amend	Bid Ite		Bid Item 2 \$	Bid Item 3	Bid Item	4	iora.	}
	7	CONSTRUCTION CORP.	7	7	U/A	222,777	3 2						
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7 3													
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6			J										
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0 44	tify that I abstract all solicitation	have opened read and recorded offers received in reponse	ponded 200	to			Signatur	e and Title	Signature and Title of Certifying Official	DATE 8-	F-35-73	Cl	

ABS	ABSTRACT OF OFFERS-CONSTRUCTION	SOLICITATION	×	ISSUED		OPENED	BID EXPIRES	RES	AMENDS	Page of	Pages
Iss	Issuing Office - N62467-91-B-2468	·B-2468		28 JULY 92		27 AUG 92	·26 OCT	92	1	1	
,	AREA E. FL	INSTALLATION TEMS IN HANG	ION	<u> </u>	GOVT EST	CONT	CONTROL AMOUNT	\$ L			
	NAVAL AIR STATION, JACKSONVILLE, FL	ON, JACKS	SONVI	LLE, FL Bid		Item 1 Bid Item	зеш 2	Bid Item 3	Bid Item 4	Total	
×	Offeror	Bid Bond Type H Amt	Ļ	Amend Bi		Bid Item 2	em 2	Bid Item 3 \$	Bid Item 4 \$	Total \$	
-	SHAW'S METAL WORKS, INC. JACKSONVILLE, FL	7	\		188 700 B	ব্য					
2	ROBINSONS PAINT & SANDBLASTING HALEYVILLE, AL	2		7	204,443,00	3					
٣	INDUSTRIAL STEEL INC. MIMS, FL	7		7	294 894 00	8					
4	ARKO INDUSTRIAL GROUP JACKSONVILLE, FL	7		11	114942.00	3				53	
120	ARKO CONSTRUCTION & ENGINEERING JACKSONVILLE, FL	Ž		7	153 765,00	8					
9	MILITARY CONSTRUCTION CORP. ORANGE PARK, FL	7		1 1	11776200	8					
	PHOENIX COMMERCIAL CORP. ORANGE PARK, FL	7		7	162,000.80	2)					-
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9						*\$					ĺ
L th	ertify that I have opened read and a abstract all offeps received in secilation	recorded on			Signat	<b>5</b>	and Title Of	or certifying official	and the second second	cb/1e/8	
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ABST	ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	ION	ISSUED	JED	OPENED	BID EXPIRES	PIRES	AMENDS	NDS	Page	of Pages	101
183	Issuing Office -	-1957	92-B-6271		14	14 AUG 92	is sep	P 92 15.NOV	92	0				í
ROI( JACI	ROICC JAX AREA JACKSONVILLE, FL	PROJECT TITLE: ALTERATIONS AND	AND REPAIRS TO BLDG	S TO	BLDG T EI	GOVT EST	EST	CONTROL AMOUNT	\$ INI					
		1358, NAVAL SIAI	SIALLUN, MAIFUNI	MIFUR	7 4	81d It	Item 1 20, 700.	Bid Item 2	Bid Item	10		Total		1
No.	Offeror		Bid Bond Type Con Amt	ond A Amt	Amend Ack	ן דון		Bid Item 2	Bid Item	3	Bid Item 4	10181		1
	DAN RICE CONSTRUCTION HOLLY HILL, FL		7		0	205/1	205,022							1
2	SAUER INC. JACKSONVILLE, FL		2	/	0	1961	1967970							i
9	COKER CORP. JACKSONVILLE, FL	T	7		0	22(,	221, 7229							1
4	MILITARY CONSTRUCTION CORP. ORANGE PARK, FL	UCTION CORP.	2		0	3	160,777.03						0 8	ı
2	ARKO CONSTRUCTIO JACKSONVILLE, FL	ARKO CONSTRUCTION & ENGINEERING JACKSONVILLE. FL	7	/	0	1845	184500.00	(3)						ı
9	PHOENIX COMMERCIAL ORANGE PARK, FL	IAL CORP.	7		0	20%	207,500.00	)						i
_	DAVID BUILDERS I	INC.	1		0	192,0	192,686,00	(3)						ì
ω	NELSON CONSTRUCTION COMPANY JACKSONVILLE, FL	TION COMPANY L	7		0	405	405,000.00							ŧ
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1		The state of the s												

APPENDIX B

Calculations

for

Jobs in General

# Markup: 0%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	595,863	100,320	1	0	595,863
2	8	306,900	291,681	49,104	1	0	291,681
3	4	221,680	205,385	35,469	1	39,696	205,385
4	6	239,942	236,128	38,391	1	45,638	236,128
5	10	134,845	126,650	28,317	1	24,479	126,650
6	9	458,000	438,096	73,280	1	84,674	438,096
7	8	283,500	259,508	45,360	1	50,157	259,508
8	11	178,790	157,631	37,546	1	30,466	157,631
9	7	114,942	93,500	24,138	1	18,071	93,500
10	8	160,777	144,585	33,763	1	27,945	144,585

# Markup: 1%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	600,870	100,320	1	5,007	600,870
2	8	306,900	294,132	49,104	1	2,451	294,132
3	4	221,680	207,111	35,469	1	1,726	207,111
4	6	239,942	238,112	38,391	1	1,984	238,112
5	10	134,845	127,714	28,317	1	1,064	127,714
6	9	458,000	441,778	73,280	1	3,681	441,778
7	8	283,500	261,689	45,360	1	2,181	261,689
8	11	178,790	158,955	37,546	1	1,325	158,955
9	7	114,942	94,286	24,138	1	786	94,286
10	8	160,777	145,800	33,763	1	1,215	145,800

Total	2,578,448 465,688 18 21,428 2,578,648
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# Markup: 2%

	-	Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	605,877	100,320	1	10,015	605,877
2	8	306,900	296,584	49,104	1	4,902	296,584
3	4	221,680	208,837	35,469	1	3,452	208,837
4	6	239,942	240,096	38,391	0	0	0
5	10	134,845	128,779	28,317	1	2,129	128,779
6	9	458,000	445,459	73,280	1	7,363	445,459
7	8	283,500	263,870	45,360	1	4,361	263,870
8	11	178,790	160,280	37,546	1	2,649	160,280
9	7	114,942	95,071	24,138	1	1,571	95,071
10	8	160,777	147,015	33,763	l	2,430	147,015

Total	2.591.868 265.698 9 38.872 2.368.772
1.043	4,271,008 400,088 9 36,672 4,304,772

### Markup: 3%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	610,885	100,320	1	15,022	610,885
2	8	306,900	299,035	49,104	1	7,353	299,035
3	4	221,680	210,563	35,469	1	5,178	210,563
4	6	239,942	242,081	38,391	0	0	0
5	10	134,845	129,843	28,317	1	3,193	129,843
6_	9	458,000	449,141	73,280	1	11,044	449,141
7	8	283,500	266,050	45,360	1	6,542	266,050
8	11	178,790	161,605	37,546	1	3,974	161,605
9	7	114,942	95,857	24,138	1	2,357	95,857
10	8	160,777	148,230	33,763	1	3,645	148,230

Total	2,613,289 465,688 9 58,398 2,371,208
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Markup: 4%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	615,892	100,320	1	20,029	615,892
2	8	306,900	301,486	49,104	1	9,804	301,486
3	4	221,680	212,289	35,469	1	6,904	212,289
4	6	239,942	244,065	38,391	0	0	0
5	10	134,845	130,907	28,317	1	4,257	130,907
6	9	458,000	452,822	73,280	1	14,726	452,822
7	8	283,500	268,231	45,360	1	8,723	268,231
8	11	178,790	162,929	37,546	1	5,299	162,929
9	7	114,942	96,643	24,138	1	3,143	96,643
10	8	160,777	149,445	33,763	1	4,860	149,445

Tatal 2.634.7	9 465,688 9 77,745 1,990,644
Total 2,634,7	9 463,688 9 77,745 2,390,664

#### Markup: 5%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
11	6	627,000	620,899	100,320	1	25,036	620,899
2	8	306,900	303,937	49,104	1	12,256	303,937
3	4	221,680	214,015	35,469	1	8,630	214,015
4	6	239,942	246,049	38,391	0	0	0
5	10	134,845	131,971	28,317	1	5,321	131,971
6	9	458,000	456,504	73,280	1	18,407	456,504
7	8	283,500	270,412	45,360	1	10,904	270,412
8	11	178,790	164,254	37,546	1	6,623	164,254
9	7	114,942	97,429	24,138	1	3,929	97,429
10	8	160,777	150,660	33,763	1	6,075	150,660

Total	2,656,139 465,688 9 97,183 2,419,680
	<del></del>

### Markup: 6%

Job	Number of	Lowest Competitor's	Assumed	Maximum Profit	Win (1) Or	ART's Assumed	Cost of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	625,906	100,320	1	30,044	625,906
2	8	306,900	306,388	49,104	1	14,707	306,388
3	4	221,680	215,741	35,469	1	10,356	215,741
4	6	239,942	248,033	38,391	0	0	0
5	10	134,845	133,036	28,317	1	6,386	133,036
6	9	458,000	460,185	73,280	0	0	0
7	8	283,500	272,593	45,360	1	13,084	272,593
8	11	178,790	165,579	37,546	1	7,948	165,579
9_	7	114,942	98,214	24,138	1	4,714	98,214
10	8	160,777	151,875	33,763	1	7,290	151,875

Total	2,677,550 465,688 8 94,528 1,969,231
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### Markup: 7%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	630,914	100,320	0	0	0
2	8	306,900	308,839	49,104	0	0	0
3	4	221,680	217,467	35,469	1	12,081	217,467
4	6	239,942	250,018	38,391	0	0	0
5	10	134,845	134,100	28,317	1	7,450	134,100
6	9	458,000	463,867	73,280	0	0	0
7	8	283,500	274,773	45,360	1	15,265	274,773
8_	11	178,790	166,903	37,546	1	9,272	166,903
9	7	114,942	99,000	24,138	1	5,500	99,000
10	8	160,777	153,090	33,763	1	8,505	153,090

Total	2,698,979 465,698 6 55,974 1,865,333
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#### Markup: 8%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	635,921	100,320	0	0	0
2	8	306,900	311,290	49,104	00	0	0
3	4	221,680	219,193	35,469	1	13,807	219,193
4	6	239,942	252,002	38,391	0	0	0
5	10	134,845	135,164	28,317	00	0	0
6	9	458,000	467,548	73,280	0	0	0
7	8	283,500	276,954	45,360	1	17,446	276,954
8	11	178,790	168,228	37,546	1	10,597	168,228
9	7	114,942	99,786	24,138	1	6,286	99,786
10	8	160,777	154,305	33,763	11	9,720	154,305

#### Markup: 9%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
_1	6	627,000	640,928	100,320	0	0	0
2	8	306,900	313,741	49,104	0	0	0
3	4	221,680	220,919	35,469	1	15,533	220,919
4	6	239,942	253,986	38,391	0	0	0
5	10	134,845	136,229	28,317	0	0	0
6	9	458,000	471,230	73,280	0_	0	0
7	8	283,500	279,135	45,360	1	19,627	279,135
8	11	178,790	169,552	37,546	1	11,922	169,552
9	7	114,942	100,571	24,138	1	7,071	100,571
10	8	160,777	155,520	33,763	1	10,935	155,520

Total	2,74	,81) 465,68	8 5	65,088	925,677
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#### Markup: 10%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	645,935	100,320	0	0	0
2	8	306,900	316,192	49,104	0	0	0
3	4	221,680	222,644	35,469	0	0	0
4	6	239,942	255,970	38,391	0	0	0
5	10	134,845	137,293	28,317	0	0	0
6	9	458,000	474,911	73,280	0	0	0
7	8	283,500	281,316	45,360	1	21,807	281,316
8	11	178,790	170,877	37,546	1	13,246	170,877
9	7	114,942	101,357	24,138	1	7,857	101,357
10	8	160,777	156,735	33,763	1	12,150	156,735

Total	2,763,233 465,656 4 55,663 736,285
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### Markup: 11%

Job Number	Number of Competitors	Lowest Competitor's Bid	Assumed Bid	Maximum Profit Potential	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won
1	6	627,000	650,943	100,320	0	0	0
2	8	306,900	318,643	49,104	0	0	0
3	4	221,680	224,370	35,469	0	0	0
4	6	239,942	257,955	38,391	0	0	0
5	10	134,845	138,357	28,317	0	0	0
6	9	458,000	478,593	73,280	0	0	0
7	8	283,500	283,496	45,360	1	23,988	283,496
8	11	178,790	172,202	37,546	1	14,571	172,202
9	7	114,942	102,143	24,138	1	8,643	102,143
10	8	160,777	157,950	33,763	1	13,365	157,950

Total	2,784,652 465,688 4 68,567 735,791
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### Markup: 12%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	655,950	100,320	0	0	0
2	8	306,900	321,095	49,104	0	0	0
3	4	221,680	226,096	35,469	0	0	0
4	6	239,942	259,939	38,391	0	0	0
5	10	134,845	139,421	28,317	0	0	0
6	9	458,000	482,274	73,280	0	0	0
7	8	283,500	285,677	45,360	0	0	0
8	11	178,790	173,526	37,546	1	15,896	173,526
9	7	114,942	102,929	24,138	1	9,429	102,929
10	8	160,777	159,165	33,763	1	14,580	159,165

Total	2,516,072 465,688 3 39,984 435,628
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### Markup: 13%

Job	Number of	Lowest Competitor's	Assumed	Maximum Profit	Win (1) Or	ART's Assumed	Cost of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	660,957	100,320	0	0	0
2	88	306,900	323,546	49,104	0	0	0
3	44	221,680	227,822	35,469	0	0	0
4	6	239,942	261,923	38,391	0	0	0
5	10	134,845	140,486	28,317	0	00	0
6	9	458,000	485,956	73,280	0	0	0
7	8	283,500	287,858	45,360	0	0	00
8	11	178,790	174,851	37,546	1	17,220	174,851
9	7	114,942	103,714	24,138	1	10,214	103,714
10	8	160,777	160,380	33,763	1	15,795	160,380

Total 2,527,493 465,688 3 43,239 495
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### **Markup: 14%**

Job Number	Number of Competitors	Lowest Competitor's Bid	Assumed Bid	Maximum Profit Potential	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won
1	6	627,000	665,964	100,320	0	0	0
2	8	306,900	325,997	49,104	0	0	0
3	4	221,680	229,548	35,469	0	0	0
4	6	239,942	263,907	38,391	0	0	0
5	10	134,845	141,550	28,317	0	0	0
6	9	458,000	489,637	73,280	0	0	0
7	8	283,500	290,039	45,360	0	0	0
8	11	178,790	176,176	37,546	1	18,545	176,176
9	7	114,942	104,500	24,138	1	11,000	104,500
10	8	160,777	161,595	33,763	0	0	0

Total	2,548,913 465,688 2 29,545 280,676
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### **Markup: 15%**

Job Number	Number of Competitors	Lowest Competitor's Bid	Assumed Bid	Maximum  Profit  Potential	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won
1	6	627,000	670,972	100,320	0	0	0
2	8	306,900	328,448	49,104	0	0	0
_ 3	4	221,680	231,274	35,469	0	0	0
4	6	239,942	265,892	38,391	0	0	0
_ 5	10	134,845	142,614	28,317	0	0	0
6	9	458,000	493,319	73,280	0	0	0
7	8	283,500	292,219	45,360	0	0	0_
8	11	178,790	177,500	37,546	1	19,869	177,500
9	_ 7	114,942	105,286	24,138	1	11,786	105,286
10	8	160,777	162,810	33,763	0	0	0

### **Markup: 16%**

Job	Number of	Lowest Competitor's	Assumed	Maximum Profit	Win (1) Or	ART's Assumed	Cost of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	675,979	100,320	0	0	0
2	8	306,900	330,899	49,104	0	0	0
3	4	221,680	233,000	35,469	0	0	0
4	66	239,942	<b>267,87</b> 6	38,391	0	0	0
5	10	134,845	143,679	28,317	0	0	0
6	9	458,000	497,000	73,280	0	0	0
7	8	283,500	294,400	45,360	0	0	0
8	11	178,790	178,825	37,546	0	0	0
9	7	114,942	106,071	24,138	11	12,571	106,071
10	8	160,777	164,025	33,763	0	0	0

		_	 
Total	- Committee		24577

### **Markup: 17%**

Job Number	Number of Competitors	Lowest Competitor's Bid	Assumed Bid	Maximum Profit Potential	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won
1	6	627,000	680,986	100,320	0	0	0
2	8	306,900	333,350	49,104	0	0	0
3	4	221,680	234,726	35,469	0	0	0
4	6	239,942	269,860	38,391	0	0	0
5	10	134,845	144,743	28,317	0	0	0
6	9	458.000	500,681	73,280	0	0	0
7	8	283,500	296,581	45,360	0	0	0
8	11	178,790	180,149	37,546	0	0	0
9	7	114,942	106,857	24,138	1	13,357	106,857
10	8	160,777	165,240	33,763	0	0	0

7-resi 2,913,174 460,681 1 13,367 184,487	Total	2,913,174 465,668 ( 13,367 196,367
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### Markup: 20%

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	696,008	100,320	0	0	0
2	8	306,900	340,703	49,104	0	0	0
3	4	221,680	239,904	35,469	0	0	0
4	6	239,942	275,813	38,391	0	0	0
5	10	134,845	147,936	28.317	0	0	0
6	9	458,000	511,726	73,280	0	0	0
7	8	283,500	303,123	45,360	0	0	0
8	11	178,790	184,123	37,546	0	0	0
9	7	114,942	109,214	24,138	1	15,714	109,214
10	8	160,777	168,885	33,763	0	0	0

Total	2,977,635 465,688 1 15,714 109,314

### **Markup: 25%**

		Lowest		Maximum	Win (1)	ART's	Cost
Job	Number of	Competitor's	Assumed	Profit	Or	Assumed	of Jobs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	721,044	100,320	0	0	0
2	8	306,900	352,959	49,104	0	0	0
3	4	221,680	248,533	35,469	0	0	0
4	6	239,942	285,734	38,391	0	0	0
5	10	134,845	153,257	28,317	0	0	0
6	9	458,000	530,133	73,280	0	0	0
7	8	283,500	314,027	45,360	0	0	0
8	11	178,790	190,747	37,546	0	0	0
9	7	114,942	113,143	24,138	1	19,643	113,143
10	8	160,777	174,960	33,763	0	0	0

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### **Markup: 28%**

Job	Number of	Lowest Competitor's	Assumed	Maximum Profit	Win (1) Or	ART's Assumed	Cost of Jubs
Number	Competitors	Bid	Bid	Potential	Lose (0)	Profit	Won
1	6	627,000	736,066	100,320	0	0	0
2	8	306,900	360,312	49,104	0	0	0
3	4	221,680	253,711	35,469	_0	0	0
4	6	239,942	291,687	38,391	0	0	0
5	10	134,845	156,450	28,317	0	0	0
6	99	458,000	541,178	73,280	0	0	0
7	8	283,500	320,569	45,360	0	0	0
8	11	178,790	194,720	37,546	0	0	0
9	7	114,942	115,500	24,138	0	0	0
_10	8	160,777	178,605	33,763	0	0	0

Total 3,145,759 465,688 8 0 0
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#### APPENDIX C

Calculations
for Jobs
over
\$200,000

### Above 200,000

Markup			Cost	
Applied	Number of	<b>Gross Profit</b>	of	Bidding
to Job (%)	Jobs Won	on Jobs Won	Jobs Won	Efficiency (%)
0	13	0	15,050,377	0.0
1	12	124,599	14,951,889	4.8
2	11	243,909	14,756,510	9.4
3	11	365,864	14,878,465	14.1
4	10	481,059	14,792,552	18.5
5	10	601,323	14,912,817	23.1
6	9	330,477	6,884,933	12.7
7	9	385,556	6,940,013	14.8
8	9	440,636	6,995,092	17.0
9	7	430,251	6,119,120	16.6
10	6	322,702	4,162,850	12.4
11	6	354,972	4,195,120	13.7
12	6	387,242	4,227,390	14.9
13	6	419,512	4,259,661	16.1
14	5	422,123	4,010,168	16.2
15	3	156,641	1,399,326	6.0
16	3	167,084	1,409,769	6.4
17	3	177,526	1,420,212	6.8
18	3	187,969	1,430,654	7.2
19	3	198,412	1,441,097	7.6
20	3	208,855	1,451,540	8.0
21	3	219,297	1,461,983	8.4
22	3	229,740	1,472,425	8.8
23	2	92,498	571,075	3.6
24	2	96,520	575,096	3.7
25	2	100,541	579,118	3.9
26	2	104,563	583,140	4.0
27	2	108,585	587,161	4.2
28	2	112,606	591,183	4.3
29	2	116,628	595,204	4.5
30	1	72,650	360,826	2.8
31	0	0	0	0.0

### Markup: 0%

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	1,848,721	1	0	1,848,721	1,553,547
2	218,725	194,545	1	0	194,545	163,483
3	210,114	196,106	1	0	196,106	164,795
4	719,424	669,482	1	0	669,482	562,590
5	8,142,200	7,757,037	1	0	7,757,037	6,518,519
6	207,700	201,107	1	0	201,107	168,998
7	237,879	190,400	1	0	190,400	160,000
8	318,900	314,689	1	0	314,689	264,444
9	910,100	764,109	1	0	764,109	642,108
10	281,600	252,104	1	0	252,104	211,852
11	361,700	288,177	1	0	288,177	242,165
12	2,417,000	2,150,815	1	0	2,150,815	1,807,407
13	224,850	223,087	1	0_	223,087	187,468

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## <u>Markup:</u> <u>1%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	1,864,256	1	15,535	1,864,256	1,553,547
2	218,725	196,180	1	1,635	196,180	163,483
3	210,114	197,754	1	1,648	197,754	164,795
4	719,424	675,108	1	5,626	675,108	562,590
5	8,142,200	7,822,222	1	65,185	7,822,222	6,518,519
6	207,700	202,797	1	1,690	202,797	168,998
7	237,879	192,000	1	1,600	192,000	160,000
8	318,900	317,333	1	2,644	317,333	264,444
9	910,100	770,530	1	6,421	770,530	642,108
10	281,600	254,222	1	2,119	254,222	211,852
11	361,700	290,598	1	2,422	290,598	242,165
12	2,417,000	2,168,889	1	18,074	2,168,889	1,807,407
13	224,850	224,962	0	0	0	187,468

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### Markup: 2%

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	1,879,791	1	31,071	1,879,791	1,553,547
2	218,725	197,814	1	3,270	197,814	163,483
3	210,114	199,402	11	3,296	199,402	164,795
4	719,424	680,733	1	11,252	680,733	562,590
5	8,142,200	7,887,407	1	130,370	7,887,407	6,518,519
6	207,700	204,487	1	3,380	204,487	168,998
7	237,879	193,600	11	3,200	193,600	160,000
8	318,900	319,978	0	0	00	264,444
9	910,100	776,951	1	12,842	776,951	642,108
10	281,600	256,341	1	4,237	256,341	211,852
11	361,700	293,020	1	4,843	293,020	242,165
12	2,417,000	2,186,963	1	36,148	2,186,963	1,807,407
13	224,850	226,836	0	0	0	187,468

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# <u>Markup:</u> 3%

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	1,895,327	1	46,606	1,895,327	1,553,547
2	218,725	199,449	1	4,904	199,449	163,483
3	210,114	201,050	1	4,944	201,050	164,795
4	719,424	686,359	1	16,878	686,359	562,590
5	8,142,200	7,952,593	1	195,556	7,952,593	6,518,519
6	207,700	206,177	1	5,070	206,177	168,998
7	237,879	195,200	1	4,800	195,200	160,000
8	318,900	322,622	0	0	0	264,444
9	910,100	783,372	1	19,263	783,372	642,108
10	281,600	258,459	1	6,356	258,459	211,852
11	361,700	295,442	1	7,265	295,442	242,165
12	2,417,000	2,205,037	1	54,222	2,205,037	1,807,407
13	224,850	228,711	0	0	0	187,468

Total	15,429,798 11 365,864 14,878,485
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## <u>Markup:</u> 4%

Job	Lowest Competitor's	Assumed	Win (1)	ART's Assumed	Cost of Jobs	Assumed
300	Compensors	Assumed		Assumed	OI JOBS	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	1,910,862	1	62,142	1,910,862	1,553,547
2	218,725	201,084	1	6,539	201,084	163,483
3	210,114	202,698	1	6,592	202,698	164,795
4	719,424	691,985	1	22,504	691,985	562,590
5	8,142,200	8,017,778	1	260,741	8,017,778	6,518,519
6	207,700	207,867	0	0	0	168,998
7	237,879	196,800	1	6,400	196,800	160,000
8	318,900	325,267	0	0	0	264,444
9	910,100	789,793	1	25,684	789,793	642,108
10	281,600	260,578	11	8,474	260,578	211,852
11	361,700	297,863	1	9,687	297,863	242,165
12	2,417,000	2,223,111	1	72,296	2,223,111	1,807,407
13	224,850	230,586	0	0	0	187,468

### Markup: 5%

Job	Lowest Competitor's	Assumed	Win (1)	ART's Assumed	Cost of Jobs	Assumed Direct
	-			]		
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	1,926,398	1	77,677	1,926,398	1,553,547
2	218,725	202,719	1	8,174	202,719	163,483
3	210,114	204,346	1	8,240	204,346	164,795
4	719,424	697,611	1	28,129	697,611	562,590
5	8,142,200	8,082,963	1	325,926	8,082,963	6,518.519
6	207,700	209,557	0	0	0	168,998
7	237,879	198,400	1	8,000	198,400	160,000
8	318,900	327,911	0	0	0	264,444
9	910,100	796,214	1	32,105	796,214	642,108
10	281,600	262,696	1	10,593	262,696	211,852
11	361,700	300,285	1	12,108	300,285	242,165
12	2,417,000	2,241,185	11	90,370	2,241,185	1,807,407
13	224,850	232,461	0	0	0	187,468

Total	15,682,746 10 661,323 14,912,817
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## <u>Markup:</u> <u>6%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	1,941,933	1	93,213	1,941,933	1,553,547
2	218,725	204,354	1	9,809	204,354	163,483
3	210,114	205,994	1	9,888	205,994	164,795
4	719,424	703,237	1	33,755	703,237	562,590
5	8,142,200	8,148,148	0	0	0	6,518,519
6	207,700	211,247	0_	0	0	168,998
7	237,879	200,000	1	9,600	200,000	160,000
8	318,900	330,556	0_	0	0	264,444
9	910,100	802,635	1	38,526	802,635	642,108
10	281,600	264,815	1	12,711	264,815	211,852
11	361,700	302,706	1	14,530	302,706	242,165
12	2,417,000	2,259,259	1	108,444	2,259,259	1,807,407
13	224,850	234,335	0	0	0	187,468

Total	15,609,219 9 330,477 6,864,933

Markup: 7%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	1,957,469	1	108,748	1,957,469	1,553,547
2	218,725	205,989	1	11,444	205,989	163,483
3	210,114	207,641	1	11,536	207,641	164,795
4	719,424	708,863	1	39,381	708,863	562,590
5	8,142,200	8,213,333	0	0_	0	6,518,519
6	207,700	212,937	0	0	0	168,998
7	237,879	201,600	1	11,200	201,600	160,000
8	318,900	333,200	0	0_	0	264,444
9	910,100	809,056	1	44,948	809,056	642,108
10	281,600	266,933	1	14,830	266,933	211,852
11	361,700	305,128	1	16,952	305,128	242,165
12	2,417,000	2,277,333	11	126,519	2,277,333	1,807,407
13	224,850	236,210	0	0	0	187,468

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# <u>Markup:</u> <u>8%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
11	1,995,000	1,973,004	1	124,284	1,973,004	1,553,547
2	218,725	207,623	1	13,079	207,623	163,483
3	210,114	209,289	1	13,184	209,289	164,795
4	719,424	714,489	1	45,007	714,489	562,590
5	8,142,200	8,278,519	0	0	0	6,518,519
6	207,700	214,627	0	0	0	168,998
7	237,879	203,200	1	12,800	203,200	160,000
8	318,900	335,844	0	0	0	264,444
9	910,100	815,477	1	51,369	815,477	642,108
10	281,600	269,052	1	16,948	269,052	211,852
11	361,700	307,550	1	19,373	307,550	242,165
12	2,417,000	2,295,407	1	144,593	2,295,407	1,807,407
13	224,850	238,085	0	0	0	187,468

Total	16,082,167 9 440,636 6,995,092
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# <u>Markup:</u> 9%

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	1,988,540	1	139,819	1,988,540	1,553,547
2	218,725	209,258	1	14,713	209,258	163,483
3	210,114	210,937	0	0	0	164,795
4	719,424	720,115	0	0	0	562,590
5	8,142,200	8,343,704	0	0	0	6,518,519
6	207,700	216,317	0	0	0	168,998
7	237,879	204,800	1	14,400	204,800	160,000
8	318,900	338,489	0	0	0	264,444
9	910,100	821,898	1	57,790	821,898	642,108
10	281,600	271,170	1	19,067	271,170	211,852
11	361,700	309,971	1	21,795	309,971	242,165
12	2,417,000	2,313,481	1	162,667	2,313,481	1,807,407
13	224,850	239,959	0	0	0	187,468

Total	16,188,641 7 430,251 6,119,120
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# <u>Markup:</u> 10%

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	2,004,075	0	0	0	1,553,547
2	218,725	210,893	1	16,348	210,893	163,483
3	210,114	212,585	0	0	0	164,795
4	719,424	725,741	0	0	0	562,590
5	8,142,200	8,408,889	0	0	00	6,518,519
6	207,700	218,007	0	0	0	168,998
7	237,879	206,400	1	16,000	206,400	160,000
8	318,900	341,133	0	0	0	264,444
9	910,100	828,320	1	64,211	828,320	642,108
10	281,600	273,289	1	21,185	273,289	211,852
11	361,700	312,393	1	24,217	312,393	242,165
12	2,417,000	2,331,556	1	180,741	2,331,556	1,807,407
13	224,850	241,834	0	0	00	187,468

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# <u>Markup:</u> <u>11%</u>

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	2,019,611	0	0	0	1,553,547
2	218,725	212,528	1	17,983	212,528	163,483
3	210,114	214,233	0	0	0	164,795
4	719,424	731,367	0	0	0	562,590
5	8,142,200	8,474,074	0	0	0	6,518,519
6	207,700	219,697	0	0	0	168,998
7	237,879	208,000	1	17,600	208,000	160,000
8	318,900	343,778	0	0	0	264,444
9	910,100	834,741	1	70,632	834,741	642,108
10	281,600	275,407	1	23,304	275,407	211,852
11	361,700	314,815	1	26,638	314,815	242,165
12	2,417,000	2,349,630	1	198,815	2,349,630	1,807,407
13	224,850	243,709	0	0	0	187,468

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## <u>Markup: 12%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	2,035,146	0	0	0	1,553,547
2	218,725	214,163	11	19,618	214,163	163,483
3	210,114	215,881	0	0	0	164,795
4	719,424	736,992	0	0	0	562,590
5	8,142,200	8,539,259	0	0	0	6,518,519
6	207,700	221,387	0	0	0	168,998
7	237,879	209,600	1	19,200	209,600	160,000
8	318,900	346,422	0_	0	0	264,444
9	910,100	841,162	1	77,053	841,162	642,108
10	281,600	277,526	1	25,422	277,526	211,852
11	361,700	317,236	1	29,060	317,236	242,165
12	2,417,000	2,367,704	1	216,889	2,367,704	1,807,407
13	224,850	245,583	0	0	0	187,468

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## <u>Markup: 13%</u>

	Lowest	-	Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
11	1,995,000	2,050,682	0	0	0	1,553,547
2	218,725	215,798	1	21,253	215,798	163,483
3	210,114	217,529	0	0	0	164,795
4	719,424	742,618	0	0	0	562,590
5	8,142,200	8,604,444	0	0	0	6,518,519
6	207,700	223,077	0	0	0	168,998
7	237,879	211,200	1	20,800	211,200	160,000
8	318,900	349,067	0	0	0	264,444
9	910,100	847,583	1	83,474	847,583	642,108
10	281,600	279,644	1	27,541	279,644	211,852
11	361,700	319,658	1	31,481	319,658	242,165
12	2,417,000	2,385,778	1	234,963	2,385,778	1,807,407
13	224,850	247,458	0	0	0	187,468

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### **Markup:** 14%

Job	Lowest Competitor's	Assumed	Win (1)	ART's Assumed	Cost of Jobs	Assumed Direct
	-					
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	2,066,217	0	0	0	1,553,547
2	218,725	217,432	1	22,888	217,432	163,483
3	210,114	219,177	0	0	0	164,795
4	719,424	748,244	0	0	00	562,590
5	8,142,200	8,669,630	0	0	0	6,518,519
6	207,700	224,767	0	0	0	168,998
7	237,879	212,800	1	22,400	212,800	160,000
8	318,900	351,711	0	0	0	264,444
9	910,100	854,004	1	89,895	854,004	642,108
10	281,600	281,763	0	0	0	211,852
11	361,700	322,080	1	33,903	322,080	242,165
12	2,417,000	2,403,852	1	253,037	2,403,852	1,807,407
13	224,850	249,333	0	0	0_	187,468

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## <u>Markup: 15%</u>

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	2,081,753	0	0	0	1,553,547
2	218,725	219,067	0	0	0	163,483
3	210,114	220,825	0	0	0	164,795
4	719,424	753,870	0	0	0	562,590
5	8,142,200	8,734,815	0	0	0	6,518,519
6	207,700	226,457	0	0	0	168,998
7	237,879	214,400	1	24,000	214,400	160,000
8	318,900	354,356	0	0	0	264,444
9	910,100	860,425	1	96,316	860,425	642,108
10	281,600	283,881	0	0	0	211,852
11	361,700	324,501	1	36,325	324,501	242,165
12	2,417,000	2,421,926	0	0	0	1,807,407
13	224,850	251,207	0	0	0	187,468

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# <u>Markup: 16%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1)  Or  Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,097,288	0	0	0	1,553,547
2	218,725	220,702	0	0_	0	163,483
3	210,114	222,473	0	0	0	164,795
4	719,424	759,496	0	0	0	562,590
5	8,142,200	8,800,000	0	0	0	6,518,519
6	207,700	228,147	0	0	0	168,998
7	237,879	216,000	1	25,600	216,000	160,000
8	318,900	357,000	0	0	0	264,444
9	910,100	866,846	1	102,737	866,846	642,108
10	281,600	286,000	0	0	0	211,852
11	361,700	326,923	1	38,746	326,923	242,165
12	2,417,000	2,440,000	0	0	0	1,807,407
13	224,850	253,082	0	0	0	187,468

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#### **Markup:** 17%

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Wor.	Assumed Direct Cost
1	1,995,000	2,112,823	0	0	0	1,553,547
2	218,725	222,337	0	0	0	163,483
3	210,114	224,121	0	0	0	164,795
4	719,424	765,122	0	0	0	562,590
5	8,142,200	8,865,185	0	0	0	6,518,519
6	207,700	229,837	0	0	0	168,998
7	237,879	217,600	1	27,200	217,600	160,000
8	318,900	359,644	0	0	0	264,444
9	910,100	873,267	1	109,158	873,267	642,108
10	281,600	288,119	0	0	0	211,852
11	361,700	329,345	1	41,168	329,345	242,165
12	2,417,000	2,458,074	0	0	0	1,807,407
13	224,850	254,957	0_	0	0	187,468

Total 17,	200,431 3 177,526 1,420,212
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# <u>Markup: 18%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,128,359	0	0	0	1,553,547
2	218,725	223,972	0	0	0	163,483
3	210,114	225,769	0	0	0	164,795
4	719,424	770,748	0	0	0	562,590
5	8,142,200	8,930,370	0	0	0	6,518,519
6	207,700	231,527	0	0	0	168,998
7	237,879	219,200	1	28,800	219,200	160,000
8	318,900	362,289	0	0	0	264,444
9	910,100	879,688	1	115,579	879,688	642,108
10	281,600	290,237	0	0	0	211,852
11	361,700	331,766	1	43,590	331,766	242,165
12	2,417,000	2,476,148	0	0	0	1,807,407
13	224,850	256,831	0_	0	0	187,468

Total	17,326,905 3 187,969 1,430,654
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# <u>Markup:</u> 19%

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,143,894	0	0	0	1,553,547
2	218,725	225,606	0	0	0	163,483
3	210,114	227,417	0	0	0	164,795
4	719,424	776,374	0	0	0	562,590
5	8,142,200	8,995,556	0	0	0	6,518,519
6	207,700	233,217	0	0	0	168,998
7	237,879	220,800	1	30,400	220,800	160,000
8	318,900	364,933	0	0	0	264,444
9	910,100	886,109	1	122,001	886,109	642,108
10	281,600	292,356	0	0	0	211,852
11	361,700	334,188	1	46,011	334,188	242,165
12	2,417,000	2,494,222	0	0	0	1,807,407
13	224,850	258,706	0	0	0	187,468

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# <u>Markup:</u> 20%

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	2,159,430	0	0	0	1,553,547
2	218,725	227,241	0	0	0	163,483
3	210,114	229,065	0	0	0	164,795
4	719,424	782,000	0	0	0	562,590
5	8,142,200	9,060,741	0	0	0	6,518,519
6	207,700	234,907	0	0	0	168,998
7	237,879	222,400	1	32,000	222,400	160,000
8	318,900	367,578	0	0_	0	264,444
9	910,100	892,530	1	128,422	892,530	642,108
10	281,600	294,474	0	0	0	211,852
11	361,700	336,610	1	48,433	336,610	242,165
12	2,417,000	2,512,296	0	0	0	1,807,407
13	224,850	260,581	0	0	0	187,468

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#### <u>Markup:</u> 21%

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,174,965	0	0	0	1,553,547
2	218,725	228,876	0	0	0	163,483
3	210,114	230,713	0	0	0	164,795
4	719,424	787,625	0	0	0	562,590
5	8,142,200	9,125,926	0	0	0	6,518,519
6	207,700	236,597	0	0	0	168,998
7	237,879	224,000	1	33,600	224,000	160,000
8	318,900	370,222	0	0	0	264,444
9	910,100	898,951	1	134,843	898,951	642,108
10	281,600	296,593	0	0	0	211,852
11	361,700	339,031	1	50,855	339,031	242,165
12	2,417,000	2,530,370	0	0	0	1,807,407
13	224,850	262,455	0	0	0	187,468

Total	17,706,326 3 219,297	1,461,963

#### <u>Markup: 22%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,190,501	0 _	0	0	1,553,547
2	218,725	230,511	0	0	0	163,483
3	210,114	232,361	0	0	0	164,795
4	719,424	793,251	0_	0	0	562,590
5	8,142,200	9,191,111	0	0	0	6,518,519
6	207,700	238,287	0	0_	0	168,998
7	237,879	225,600	1	35,200	225,600	160,000
8	318,900	372,867	0_	0	0	264,444
9	910,100	905,372	1	141,264	905,372	642,108
10	281,600	298,711	0	0	0	211,852
11	361,700	341,453	1	53,276	341,453	242,165
12	2,417,000	2,548,444	0	0	0	1,807,407
13	224,850	264,330	0	0	0	187,468

Total	17,632,800 3 229,740 1,472,425

# <u>Markup: 23%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,206,036	0	0	0	1,553,547
2	218,725	232,146	0	0	0	163,483
3	210,114	234,009	0	0	0	164,795
4	719,424	798,877	0	0	0	562,590
5	8,142,200	9,256,296	0	0	0	6,518,519
6	207,700	239,977	0	0	0	168,998
7	237,879	227,200	1	36,800	227,200	160,000
8	318,900	375,511	0	0	0_	264,444
9	910,100	911,794	0	0	0	642,108
10	281,600	300,830	0	0	0	211,852
11	361,700	343,875	1	55,698	343,875	242,165
12	2,417,000	2,566,519	0	0	0	1,807,407
13	224,850	266,205	0	0	0	187,468

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# <u>Markup: 24%</u>

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	1,995,000	2,221,572	0	0	0	1,553,547
2	218,725	233,781	0	0	0	163,483
3	210,114	235,657	0	0	0	164,795
4	719,424	804,503	0	0	0	562,590
5	8,142,200	9,321,481	0	0	0	6,518,519
6	207,700	241,667	0	0	0	168,998
7	237,879	228,800	1	38,400	228,800	160,000
8	318,900	378,156	0	0	0	264,444
9	910,100	918,215	9	0	0	642,108
10	281,600	302,948	0	0	0	211,852
11	361,700	346,296	1	58,120	346,296	242,165
12	2,417,000	2,584,593	0	0	0	1,807,407
13	224,850	268,079	0	0	0	187,468

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# <u>Markup: 25%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,237,107	0	0	0	1,553,547
2	218,725	235,415	0	0	0	163,483
3	210,114	237,305	0	0	0	164,795
4	719,424	810,129	0	0	0	562,590
5	8,142,200	9,386,667	0	0	0	6,518,519
6	207,700	243,357	0	0	0	168,998
7	237,879	230,400	1	40,000	230,400	160,000
8	318,900	380,800	0	0	0	264.444
9	910,100	924,636	0	0	0	642,108
10	281,600	305,067	0	0	0	211,852
11	361,700	348,718	1	60,541	348,718	242,165
12	2,417,000	2,602,667	0	0	0	1,807,407
13	224,850	269,954	0	0	0	187,468

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#### <u>Markup: 26%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,252,643	0	0	0	1,553,547
2	218,725	237,050	0	0	0	163,483
3	210,114	238,952	0	0	0	164,795
4	719,424	815,755	0	0	0	562,590
5	8,142,200	9,451,852	0	0	0	6,518,519
6	207,700	245,047	0	0	0	168,998
7	237,879	232,000	1	41,600	232,000	160,000
8	318,900	383,444	0	0	0	264,444
9	910,100	931,057	0	0	0	642,108
10	281,600	307,185	0	0	0	211.852
11	361,700	351,140	1	62,963	351,140	242,165
12	2,417,000	2,620,741	0	0	0	1,807,407
13	224,850	271,829	0	0	0	187.468

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#### <u>Markup: 27%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,268,178	0	0	0	1,553,547
2	218,725	238,685	0	0	0	163,483
3	210,114	240,600	0	0	0	164,795
4	719,424	821,381	0	0	0	562,590
5	8,142,200	9,517,037	0	ŋ	0	6,518,519
6	207,700	246,737	0	Ü	0	168,998
7	237,879	233,600	1	43,200	233,600	160,000
8	318,900	386,089	0	0	0	264,444
9	910,100	937,478	0	0	0	642,108
10	281,600	309,304	0	0	0	211,852
11	361,700	353,561	1	65,385	353,561	242,165
12	2,417,000	2,638,815	0	0	0	1,807,407
13	224,850	273,703	0	0	0	187,468

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#### <u>Markup: 28%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,283,714	0	0	0	1,553,547
2	218,725	240,320	0	0	0	163,483
3	210,114	242,248	0	0	0	164,795
4	719,424	827,007	0	0	0	562,590
5	8,142,200	9,582,222	0	0	0	6,518,519
6	207,700	248,427	0	0	0	168,998
7	237,879	235,200	1	44,800	235,200	160,000
8	318,900	388,733	0	0	0	264,444
9	910,100	943,899	0	0	0	642,108
10	281,600	311,422	0	0	0	211,852
11	361,700	355,983	1	67,806	355,983	242.165
12	2,417,000	2,656,889	0	0	0	1,807,407
13	224,850	275,578	0	0	0	187,468

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#### <u>Markup: 29%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,299,249	0	0	0	1,553,547
2	218,725	241,955	0	0	0	163,483
3	210,114	243,896	0	0	0	164,795
4	719,424	832,633	0	0	0	562,590
5	8,142,200	9,647,407	0	0	0	6,518,519
6	207,700	250,117	0	0	0	168,998
7	237,879	236,800	1	46,400	236,800	160,000
8	318,900	391,378	0	0	0	264,444
9	910,100	950,320	0	0	0	642,108
10	281,600	313,541	0	0	0	211,852
11	361,700	358,404	1	70,228	358,404	242,165
12	2,417,000	2,674,963	0	0	0	1,807,407
13	224,850	277,453	0	0	0	187,468

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#### <u>Markup: 30%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	1,995,000	2,314,785	0	0	0	1,553,547
2	218,725	243,590	0	0	0	163,483
3	210,114	245,544	0	0	0	164,795
4	719,424	838,259	0	0	0	562,590
5	8,142,200	9,712,593	0	0	0	6,518,519
6	207,700	251,807	0	0	0	168,998
7	237,879	238,400	0	0	0	160,000
8	318,900	394,022	0	0	0	264,444
9	910,100	956,741	0	0	0	642,108
10	281,600	315,659	0	0	0	211,852
11	361,700	360,826	1	72,650	360,826	242,165
12	2,417,000	2,693,037	0	0	0	1,807,407
13	224,850	279,328	0	0	0	187,468

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# <u>Markup: 31%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
_1	1,995,000	2,330,320	0	0	0	1,553,547
2	218,725	245,224	0	0	0	163,483
3	210,114	247,192	0	0	0	164,795
4	719,424	843,884	0	0	0	562,590
5	8,142,200	9,777,778	0	0	0	6,518,519
6	207,700	253,497	0	0	0	168,998
7	237,879	240,000	0	0	0	160,000
8	318,900	396,667	0	0	0	264,444
9	910,100	963,162	0	0	0	642,108
10	281,600	317,778	0	0	0	211,852
11	361,700	363,248	0	0	0	242,165
12	2,417,000	2,711,111	0	0	0	1,807,407
13	224,850	281,202	0	0	0	187,468

Total			
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#### APPENDIX D

Calculations

for Jobs

\$100,000 - \$200,000

#### Above 100,000 & Below 200,000

Markup Applied to Job (%)	Number of Jobs Won	Gross Profit on Jobs Won	Cost of Jobs Won	Bidding Efficiency (%)
0	5	0	607,147	0.0
1	5	5,102	612,249	1.5
2	5	10,204	617,352	3.0
3	5	15,306	622,454	4.5
4	5	20,408	627,556	5.9
5	5	25,510	632,658	7.4
6	5	30,612	637,760	8.9
7	5	35,715	642,862	10.4
8_	3	24,852	394,518	7.2
9	3	27,958	397,625	8.1
10	2	18,636	240,403	5.4
11	1	8,407	99,357	2.4
12	1	9,171	100,121	2.7
13	1	9,936	100,886	2.9
14	1	10,700	101,650	3.1
15	1	11,464	102,414	3.3
16	1	12,229	103,179	3.6
17	1	12,993	103,943	3.8
18	1	13,757	104,707	4.0
19	0	0	0	0.0

# Markup 0%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	108,035	0	0	0	90,786
2	101,072	114,750	0	0	0	96,429
3	142,152	130,817	1	0	130,817	109,930
4	152,570	157,250	0	0	0	132,143
5	142,900	147,499	0	0	0	123,949
6	121,600	129,540	0	0	0	108,857
7	159,540	147,900	1	0	147,900	124,286
8	129,700	121,881	1	0	121,881	102,421
9	102,707	133,531	0	0	0	112,211
10	105,017	90,950	1	0	90,950	76,429
11	128,740	144,186	0	0	0	121,164
12	125,000	148,292	0	0	0	124.615
13	122,638	115,600	1	0	115,600	97.143

Total	1,690,229 5 9 607,147
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# Markup 1%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	108,943	0	0	0	90,786
2	101,072	115,714	0	0	0	96,429
3	142,152	131,916	1	1,099	131,916	109,930
4	152,570	158,571	0	0	0	132,143
5	142,900	148,738	0	0	0	123,949
6	121,600	130,629	0	0	0	108,857
7	159,540	149,143	1	1,243	149,143	124,286
8	129,700	122,905	1	1,024	122,905	102,421
9	102,707	134,653	0	0	0	112,211
10	105,017	91,714	1	764	91,714	76,429
11	128,740	145,397	0	0	0	121,164
12	125,000	149,538	0_	0	0	124,615
13	122,638	116,571	1	971	116,571	97,143

# Markup 2%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	109,851	0	0	0	90,78€
2	101,072	116,679	0	0	0	96,429
3	142,152	133,015	1	2,199	133,015	109,930
4	152,570	159,893	0	0	0	132,143
5	142,900	149,978	0	0	0	123,949
6	121,600	131,717	0	0	0	108,857
7	159,540	150,386	1	2,486	150,386	124,286
8	129,700	123,929	1	2.048	123,929	102,421
9	102,707	135,775	0	0	0	112,211
10	105,017	92,479	1	1,529	92,479	76,429
11	128,740	146,609	0	0	0	121,164
12	125,000	150,784	0	0	0	124,615
13	122,638	117,543	1	1,943	117,543	97,143

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# Markup 3%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	110,759	0	0	0	90,786
2	101,072	117,643	0	0_	0	96,429
3	142,152	134,115	1	3,298	134,115	109,930
4	152,570	161,214	0	0	0	132,143
5	142,900	151,217	0	0	0	123,949
6	121,600	132,806	0	0	0	108,857
7	159,540	151,629	1	3,729	151,629	124,286
8	129,700	124,953	1	3,073	124,953	102,421
9	102,707	136,897	0	0	0	112,211
10	105,017	93,243	1	2,293	93,243	76,429
11	128,740	147,820	0	0	0	121,164
12	125,000	152,030	0	0	0	124,615
13	122,638	118,514	1	2,914	118,514	97,143

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# Markup 4%

	Lowest	<del>_</del>	Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	111,666	0	0	0	90,786
2	101,072	118,607	0	0	0	96,429
3	142,152	135,214	1	4,397	135,214	109,930
4	152,570	162,536	0	0	0	132,143
5	142,900	152,457	0	0	0	123,949
6	121,600	133,894	0	0	0	108,857
7	159,540	152,871	1	4,971	152,871	124,286
8	129,700	125,977	1	4,097	125,977	102,421
9	102,707	138,019	0	0	0	112,211
10	105,017	94,007	1	3,057	94,007	76,429
11	128,740	149,032	0	0	0	121,164
12	125,000	153,276	0	0	0	124,615
13	122,638	119,486	1	3,886	119,486	97,143

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1,7	17,044	5	20,408	627,556	

# Markup 5%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	112,574	0	0	0	90,786
2	101,072	119,571	0	0	0	96,429
3	142,152	136,313	1	5,497	136,313	109,930
4	152,570	163,857	0	0	0	132,143
5	142,900	153,696	0	0	0	123,949
6	121,600	134,983	0	0	0	108,857
7	159,540	154,114	1	6,214	154,114	124,286
8	129,700	127,002	1	5,121	127,002	102,421
9	102,707	139,141	0	0	0	112,211
10	105,017	94,771	1	3,821	94,771	76,429
11	128,740	150,244	0	0	0	121,164
12	125,000	154,523	0	0	_0	124,615
13	122,638	120,457	1	4,857	120,457	97.143

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# Markup 6%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	113,482	_ 0	0	0	90,786
2	101,072	120,536	0	0	0	96,429
3	142,152	137,413	1	6,596	137,413	109,930
4	152,570	165,179	0	0	0	132,143
5	142,900	154,936	0	0	0	123,949
6	121,600	136,071	0	0	0	108,857
7	159,540	155,357	1	7,457	155,357	124,286
8	129,700	128,026	_ 1	6,145	128,026	102,421
9	102,707	140,263	0	0	0	112,211
10	105,017	95,536	1	4,586	95,536	76,429
11	128,740	151,455	0	0	0	121,164
12	125,000	155,769	0	0	0	124,615
13	122,638	121,429	1	5,829	121,429	97,143

Total	5	2 637,760

# Markup 7%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	114,390	0	0	0	90,786
2	101,072	121,500	0	0	0_	96,429
3	142,152	138,512	1	7,695	138,512	109,930
4	152,570	166,500	0	0	0	132,143
5	142,900	156,175	0	0	0	123,949
6	121,600	137,160	0	0	0	108,857
7	159,540	156,600	1	8,700	156,600	124,286
8	129,700	129,050	1	7,169	129,050	102,421
9	102,707	141,386	0	0	0	112,211
10	105,017	96,300	1	5,350	96,300	76,429
11	128,740	152,667	0	0	0	121,164
12	125,000	157,015	0	0	0	124,615
13	122,638	122,400	1	6,800	122,400	97,143

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642,36	642,36	5 35,715	5 35,715
642,96	642.86	5 35,715	5 35,715
642,963	542,963	5 35,715	5 35,715
542,863	642,96	5 35,715	5 35,715
642,363	642,363	5 35,715	5 35,715
642,963	542,36	5 35,715	5 35,715
642,363	642,96	5 35,715	5 35,715
642,963	642,86	5 35,715	5 35,715
642,363	642,86	5 35,715	5 35,715
642,863	642,86	5 35,715	5 35,715
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642,863	642,86	5 35,715	5 35,715
642,863	642,86	5 35,715	5 35,715
642,863	642,86	5 35,715	5 35,715
642,860	642,86	5 35,715	5 35,715
642,863	642,86	5 35,715	5 35,715
642,863	642,86	5 35,715	5 35,715
642,863	642,86	5 35,715	5 35,715
642,860	642,86	5 35,715	5 35,715
642,863	642,86	5 35,715	5 35,715
642,863	642,86	5 35,71	5 35,71
5 642,860	5 642,86	5 35,71	5 35,71
5 642,860	5 642,860	5 35,71	5 35,71
5 642,860	5 642,86	5 35,77	5 35,77
5 642,863	5 642,860	5 35,7	5 35,7
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35,715 642,863	35,715 642,36	5	5
35,715 642,863	35,715 642,36	5	5
35,715 642,863	35,715 642,86	5	5
35,715 642,363	35,715 642,86	5	5
35,715 642,963	35,715 642,86	69	5
35,715 642,363	35,715 642,86	5	5
35,715 642,363	35,715 642,86	5	5
35,715 642,862	35,715 642,86	5	5
35,715 642,863	35,715 642,86	5	5
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35,715 642,863	35,715 642,86	5	5
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35,715 642,862	35,715 642,86	5	5
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35,715 642,860	35,715 642,86	5	5
35,715 642,862	35,715 642,36	5	5
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5 35,715 642,862	5 35,715 642,86		
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# Markup 8%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	115,298	0	0	0	90,786
2	101,072	122,464	0	0	0	96,429
3	142,152	139,611_	1	8,794	139,611	109,930
4	152,570	167,821	0	0	0	132,143
5	142,900	157,415	0	0	0	123,949
6	121,600	138,249	0	0	0	108,857
7	159,540	157,843	_1	9,943	157,843	124,286
8	129,700	130,074	0	0	0	102,421
9	102,707	142,508	0	0	<u>e</u>	112,211
10	105,017	97,064	1	6,114	97,064	76,429
11	128,740	153,879	0	0	0	121,164
12	125,000	158,261	0	0	0	124,615
13	122,638	123,371	0	0	0	97,143

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# Markup 9%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	116,206	0	0	0	90,786
2	101,072	123,429	0	0	0	96,429
3	142,152	140,710	1	9,894	140,710	109,930
4	152,570	169,143	0	0	0	132,143
5	142,900	158,654	0	0	0	123,949
6	121,600	139,337	0	0	0	108,857
7	159,540	159,086	1	11,186	159,086	124,286
8	129,700	131,099	0	0	0	102,421
9	102,707	143,630	0	0	0	112,211
10	105,017	97,829	1	6,879	97,829	76,429
11	128,740	155,090	0	0	0	121,164
12	125,000	159,507	0	0	0	124,615
13	122,638	124,343	0	0	0	97,143

Total 1,818,862 3 27,958 397,63
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# <u>Markup</u> <u>10%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	117,114	0	0	0	90,786
2	101,072	124,393	0	_0	0	96,429
3	142,152	141,810	1	10,993	141,810	109,930
4	152,570	170,464	0	0	0	132,143
5	142,900	159,894	0	0	0	123,949
6	121,600	140,426	0	0	0	108,857
7	159,540	160,329	0	0	0	124,286
8	129,700	132,123	0	0	0	102,421
9	102,707	144,752	0	0	0	112,211
10	105,017	98,593	1	7,643	98,593	76,429
11	128,740	156,302	0	0	0	121,164
12	125,000	160,753	0	0	0	124,615
13	122,638	125,314	0	0	0	97,143

# <u>Markup</u> <u>11%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	118,021	0	0	0	90,786
2	101,072	125,357	0	0	0	96,429
3	142,152	142,909	0	0	0	109,930
4	152,570	171,786	0	0	0	132,143
5	142,900	161,133	0	0	0	123,949
6	121,600	141,514	0	0	0	108,857
7	159,540	161,571	0	0	0	124,286
8	129,700	133,147	0	0	0	102,421
9	102,707	145,874	0	0	0	112,211
10	105,017	99,357	1	8,407	99,357	76,429
11	128,740	157,514	0	0	0	121,164
12	125,000	162,000	0	0	0	124,615
13	122,638	126,286	0	0_	0	97,143

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1,846,469	1 8,467 99,357

# <u>Markup</u> <u>12%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	118,929	0	0	0	90,786
2	101,072	126,321	0	0	0	96,429
3	142,152	144,008	0	0	0	109,930
4	152,570	173,107	0	0	0	132,143
5	142,900	162,373	0	0	0	123,949
6	121,600	142,603	0	0	0	108,857
7	159,540	162,814	0	0	0	124,286
8	129,700	134,171	0	0	0	102,421
9	102,707	146,996	0	0	0	112,211
10	105,017	100,121	1	9,171	100,121	76,429
11	128,740	158,725	0	0	0	121,164
12	125,000	163,246	0	0	0	124,615
13	122,638	127,257	0	0	0	97,143

Total	1,860,673 1 9,171 190,121
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# Markup 13%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	119,837	0	0	0	90,786
2	101,072	127,286	0	0	0	96,429
3	142,152	145,108	0	0	0	109,930
4	152,570	174,429	0	0	0	132,143
5	142,900	163,612	0	0	0	123,949
6	121,600	143,691	0	0	0	108,857
7	159,540	164,057	0	0	0	124,286
8	129,700	135,195	0	0	0	102,421
9	102,707	148,118	0	0	0	112,211
10	105,017	100,886	1	9,936	100,886	76,429
11	128,740	159,937	0	0	0	121,164
12	125,000	164,492	0	0	0	124.615
13	122,638	128,229	0	0	0	97,143

Total	1,874,876 1 9,936 186,886

# Markup 14%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	120,745	0	0	0	90,786
2	101,072	128,250	0	0	00	96,429
3	142,152	146,207	0	0	0	109,930
4	152,570	175,750	0	0	0	132,143
5	142,900	164,852	0	0	0	123,949
6	121,600	144,780	0	0	0	108,857
7	159,540	165,300	0	0	0	124,286
8	129,700	136,220	0	0	0	102,421
9	102.707	149,240	0	0	0	112,211
10	105,017	101,650	1	10,700	101,650	76,429
11	128,740	161,149	0	0	0	121,164
12	125,000	165,738	0	0	n	124,615
13	122,638	129,200	0	0	0	97,143

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# <u>Markup</u> <u>15%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	121,653	0	0	0	90,786
2	101,072	129,214	0	0	0	96,429
3	142,152	147,306	0	0	0	109,930
4	152,570	177,071	0	0	0	132,143
5	142,900	166,091	0	0	0	123,949
6	121,600	145,869	0	0	0	108,857
7	159,540	166,543	0	0	0	124,286
8	129,700	137,244	_0	0	0	102,421
9	102,707	150,362	0	0	0	112,211
10	105,017	102,414	1	11,464	102,414	76,429
11	128,740	162,360	0	0	0	121,164
12	125,000	166,984	0	0	0	124,615
13	122,638	130,171	0	0	0	97,143

Total	1,903,283 1 11,46	4 192,414
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# <u>Markup</u> <u>16%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid_	Bid	Lose (0)	Profit	Won	Cost
1	102,500	122,561	0	0	0	90,786
2	101,072	130,179	0	0	0	96,429
3	142,152	148,406	0	0	0	109,930
4	152,570	178,393	0	0	0	132,143
5	142,900	167,331	0	0	0	123,949
6	121,600	146,957	0	0	0	108,857
7	159,540	167,786	0	0	0	124,286
8	129,700	138,268	0	0	0	102,421
9	102,707	151,484	0	0	0	112,211
10	105,017	103,179	1	12,229	103,179	76,429
11	128,740	163,572	0	0	0	121,164
12	125,000	168,230	0	0	0	124,615
13	122,638	131,143	0	0	0	97,143

Total	1.917,487 1	12,229 103,179

#### Markup 17%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	123,469	0	0	0	90,786
2	101,072	131,143	0	0	0	96,429
3	142.152	149,505	0	0	0	109,930
4	152,570	179,714	0	0	0	132,143
5	142,900	168,570	0	0	0	123,949
6	121,600	148,046	0	0	0	108,857
7	159,540	169,029	0	0	0	124,286
8	129,700	139,292	0	0	0	102,421
9	102,707	152,607	0	0	0	112,211
10	105,017	103,943	1	12,993	103,943	76,429
11	128,740	164,783	0	0	0	121,164
12	125,000	169,476	0	0	0	124,615
13	122,638	132,114	0	0	0	97,143

1	etai	1.931,6	77 (7888)	1	12,553	183.9	43

#### <u>Markup</u> <u>18%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	124,376	0	0	0	90,786
2	101,072	132,107	0	0	0	96,429
3	142,152	150,604	0	0	0	109,930
4	152,570	181,036	0	0	0	132,143
5	142,900	169,810	0	0	0	123,949
6	121,600	149,134	0	0	0	108,857
7	159,540	170,271	0	0	0	124,286
8	129,700	140,316	0	0	0	102,421
9	102,707	153,729	0	0	0	112,211
10	105,017	104,707	1	13,757	104,707	76,429
11	128,740	165,995	0	0	0	121,164
12	125,000	170,723	0	0	0	124,615
13	122,638	133,086	0	0	0	97,143

Total	1.945,894 1 13,757 194,797
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## <u>Markup</u> <u>19%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	102,500	125,284	0	0	0	90,786
2	101,072	133,071	0	0	0	96,429
3	142,152	151,703	0	0	0	109,930
4	152,570	182,357	0	0	0	132,143
5	142,900	171,049	0	0	0	123,949
6	121,600	150,223	0	0	0	108,857
7	159,540	171,514	0	0	0	124,286
8	129,700	141,341	0	0	0	102,421
9	102,707	154,851	0	0	0	112,211
10	105,017	105,471	0	0	0	76,429
11	128,740	167,207	0	0	0	121,164
12	125,000	171,969	0	0	0	124,615
13	122,638	134,057	0	0	0	97,143

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#### APPENDIX E

Calculations
for Jobs
Under \$100,000

# Below 100,000

Markup		···	Cost	
Applied	Number of	<b>Gross Profit</b>	of	Bidding
to Job (%)	Jobs Won	on Jobs Won	Jobs Won	Efficiency (%)
0	7	0	388,258	0.0
1	7	3,263	391,521	1.9
2	7	6,525	394,784	3.9
3	7	9,788	398,046	5.8
4	6	10,749	330,522	6.4
5	6	13,436	333,209	8.0
6	5	14,342	298,792	8.6
7	5	16,732	301,183	10.0
8	5	19,123	303,573	11.4
9	5	21,513	305,963	12.8
10	5	23,903	308,354	14.3
11	5	26,294	310,744	15.7
12	5	28,684	313,134	17.1
13	4	24,189	245,610	14.4
14	4	26,050	247,471	15.5
15	4	27,910	249,331	16.7
16	3	19,813	167,168	11.8
17	3	21,051	168,406	12.6
18	3	22,289	169,645	13.3
19	3	23,527	170,883	14.0
20	2	14,076	97,828	8.4
21	1	7,156	47,709	4.3
22	1	7,497	48,050	4.5
23	11	7,838	48,391	4.7
24	1	8,179	48,731	4.9
25	1	8,519	49,072	5.1
26	1	8,860	49,413	5.3
27	1	9,201	49,754	5.5
28	0	0	0	0.0

#### Markup: 0%

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
Number	Did	Diu	Lose (0)	rion	WOII	Cost
1	24,993	32,253	0	0	0	27,103
2	49,890	40,553	1	0	40,553	34,078
3	50,790	43,199	1	0	43,199	36,302
4	69,787	63,029	1	0	63,029	52,966
5	32,000	37,578	0	0	0	31,578
6	84,000	74,066	1	0	74,066	62,240
7	40,376	64,588	0	0	0	54,276
8	64,900	75,462	0	0	0	63,413
9	37,000	35,323	1	0	35,323	29,683
10	74,000	63,603	1	0	63,603	53,448
11	22,677	22,979	0	0	0	19,310
12	70,290	68,485	1	0	68,485	57,550
13	23,900	27,903	0	0	0	23,448

Total	649,022	7	0	388,258

#### <u>Markup:</u> <u>1%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	32,524	0	0	0	27,103
2	49,890	40,894	1	341	40,894	34,078
3	50,790	43,562	1	363	43,562	36,302
4	69,787	63,559	1	530	63,559	52,966
5	32,000	37,894	0	0	0	31,578
6	84,000	74,688	1	622	74,688	62,240
7	40,376	65,131	00	0	0	54,276
8	64,900	76,096	0	0	0	63,413
9	37,000	35,620	1	297	35,620	29,683
10	74,000	64,138	1	534	64,138	53,448
11	22,677	23,172	0	0	0	19,310
12	70,290	69,060	1	576	69,060	57,550
13	23,900	28,138	0	0	0	23,448

Total	65	54,476	7	3,263	391,521

#### Markup: 2%

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	32,795	0	0	0	27,103
2	49,890	41,234	1	682	41,234	34,078
3	50,790	43,926	1	726	43,926	36,302
4	69,787	64,088	1	1,059	64,088	52,966
5	32,000	38,209	0	0	0	31,578
6	84,000	75,310	1	1,245	75,310	62,240
7	40,376	65,674	0	0	0	54,276
8	64,900	76,730	0	0	0	63,413
9	37,000	35,917	1	594	35,917	29,683
10	74,000	64,672	1	1,069	64,672	53,448
11	22,677	23,366	0	0	0	19,310
12	70,290	69,636	1	1,151	69,636	57,550
13	23,900	28,372	0	0	0	23,448

Total	659,930	7	6,525	394,784

## <u>Markup:</u> 3%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	33,066	00	0	0	27,103
2	49,890	41,575	1	1,022	41,575	34,078
3	50,790	44,289	1	1,089	44,289	36,302
4	69,787	64,618	1	1,589	64,618	52,966
5	32,000	38,525	0	0	0	31,578
6	84,000	75,933	1	1,867	75,933	62,240
7	40,376	66,217	0	0	0	54,276
8	64,900	77,364	0	0	0	63,413
9	37,000	36,214	1	891	36,214	29,683
10	74,000	65,207	1	1,603	65,207	53,448
11	22,677	23,559	0	0	0	19,310
12	70,290	70,211	1	1,727	70,211	57,550
13	23,900	28,607	0	0	0	23,448

Total	60	65,384	7	9,788	398,046

#### <u>Markup:</u> 4%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	33,337	0	0	0	27,103
2	49,890	41,916	1	1,363	41,916	34,078
3	50,790	44,652	1	1,452	44,652	36,302
4	69,787	65,148	1	2,119	65,148	52,966
5	32,000	38,841	0	0	0	31,578
6	84,000	76,555	1	2,490	76,555	62,240
7	40,376	66,759	0	0	0	54,276
8	64,900	77,998	0	0	0	63,413
9	37,000	36,511	1	1,187	36,511	29,683
10	74,000	65,741	1	2,138	65,741	53,448
11	22,677	23,752	0	0	0	19,310
12	70,290	70,787	0	0	0	57,550
13	23,900	28,841	0	0	0	23,448

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Total	670,838		10 740	330,522
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#### <u>Markup:</u> <u>5%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	33,608	0	0	0	27,103
2	49,890	42,257	1	1,704	42,257	34,078
3	50,790	45,015	1	1,815	45,015	36,302
4	69,787	65,677	1	2,648	65,677	52,966
5	32,000	39,157	0	0	0	31,578
6	84,000	77,178	1	3,112	77,178	62,240
7	40,376	67,302	0	0	0	54,276
8	64,900	78,632	0	0	0	63,413
9	37,000	36,807	1	1,484	36,807	29,683
10	74,000	66,276	1	2,672	66,276	53,448
11	22,677	23,945	0	0	0	19,310
12	70,290	71,362	0	0	0	57,550
13	23,900	29,076	0	0	0	23,448

	Total	676,292	6	13,436	333,209
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#### Markup: 6%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	33,879	0	0	0	27,103
2	49,890	42,597	1	2,045	42,597	34,078
3	50,790	45,378	1	2,178	45,378	36,302
4	69,787	66,207	1	3,178	66,207	52,966
5	32,000	39,472	0	0	0	31,578
6	84,000	77,800	1	3,734	77,800	62,240
7	40,376	67,845	0	0	0	54,276
8	64,900	79,266	0	0	0	63,413
9	37,000	37.104	0	0	0	29,683
10	74,000	66,810	1	3,207	66,810	53,448
11	22,677	24,138	0	0	0	19,310
12	70,290	71,938	0	0	0	57,550
13	23,900	29,310	0	0	0	23,448

Total	681,746	5	14,342	298,792

<u>Markup:</u> 7%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24.993	34,150	00	0	0	27,103
2	49,890	42,938	1	2,385	42,938	34,078
3	50,790	45,741	1	2,541	45,741	36,302
44	69,787	66,737	1	3,708	66,737	52,966
5	32,000	39,788	0	0	0	31,578
6	84,000	78,422	1	4,357	78,422	62,240
7	40,376	68,388	0	0	0	54,276
8	64,900	79,901	0	0	0	63,413
9	37,000	37,401	0	0	0	29,683
10	74,000	67,345	1	3,741	67,345	53,448
11	22,677	24,331	0	0	0	19,310
12	70,290	72,513	0	0	0	57,550
13	23,900	29,545	0	0	0	23,448

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Total		687,200	5	16,732	301,183

#### <u>Markup:</u> <u>8%</u>

•	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	34,421	0	0	0	27,103
2	49,890	43,279	1	2,726	43,279	34,078
3	50,790	46,104	1	2,904	46,104	36,302
4	69,787	67,266	1	4,237	67,266	52,966
5	32,000	40,104	0	0	0	31,578
6	84,000	79,045	1	4,979	79,045	62,240
7	40,376	68,930	0	0	0	54,276
8	64,900	80,535	0	0	0	63,413
9	37,000	37,698	0	0	0	29,683
10	74,000	67,879	1	4,276	67,879	53,448
11	22,677	24.524	0	0	0	19,310
12	70,290	73,089	0	0	0	57,550
13	23,900	29,779	0	0	0	23,448

Total	692,654	5	19,123	303,573

## <u>Markup:</u> 9%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	34,692	0	0	0	27,103
2	49,890	43,620	1	3,067	43,620	34,078
3	50,790	46,467	1	3,267	46,467	36,302
4	69,787	67,796	1	4,767	67,796	52,966
5	32,000	40,420	0	0	0	31,578
6	84,000	79,667	1	5,602	79,667	62,240
7	40,376	69,473	0	0	0	54,276
8	64,900	81,169	0	G	0	63,413
9	37,000	37,995	0	0	0	29,683
10	74,000	68,414	1	4,810	68,414	53,448
11	22,677	24,717	0	0	0	19,310
12	70,290	73,664	0	0	0	57,550
13	23,900	30,014	0	0	0	23,448

Total	698,108	5	21,513	305,963
Total	609 109	_	21 512	205 062
Ittal	070,100	3	21,313	303,703

#### <u>Markup:</u> 10%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	34.963	0	0	0	27,103
2	49,890	43,961	1	3,408	43,961	34,078
3	50,790	46,830	1	3,630	46,830	36,302
4	69,787	68,326	1	5,297	68,326	52,966
5	32,000	40,736	0	0	0	31,578
6	84,000	80,290	1	6,224	80,290	62,240
7	40,376	70,016	0	0	0	54,276
8	64,900	81,803	0	0	0	63,413
9	37,000	38,292	0	0	0	29,683
10	74,000	68,948	1	5,345	68,948	53,448
11	22,677	24,910	0	0	0	19,310
12	70,290	74,240	0	0	0	57,550
13	23,900	30,248	0	0	0	23,448

Total	703,562	5	23,903	308,354

#### <u>Markup:</u> <u>11%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	35,234	0	0	0	27,103
2	49,890	44,301	1	3,749	44,301	34,078
3	50,790	47,193	1	3,993	47,193	36,302
4	69,787	68,855	1	5,826	68,855	52,966
5	32,000	41,051	0	0	0	31,578
6	84,000	80,912	1	6,846	80,912	62,240
7	40,376	70,559	0	0	0	54,276
8	64,900	82,437	0	0	0	63,413
9	37,000	38,588	0	0	0	29,683
10	74,000	69,483	1	5,879	69,483	53,448
11	22,677	25,103	0	0	0	19,310
12	70,290	74,815	0	0	0	57,550
13	23,900	30,483	0	0	0	23,448

Total	:	709,016	5	26,294	310,744

#### <u>Markup:</u> <u>12%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	35,506	0	0	0	27,103
2	49,890	44,642	1	4,089	44,642	34,078
3	50,790	47,556	1	4,356	47,556	36,302
4	69,787	69,385	1	6,356	69,385	52,966
5	32,000	41,367	0	0	0	31,578
6	84,000	81,534	1	7,469	81,534	62,240
7	40,376	71,101	0	0	0	54,276
8	64,900	83,071	0	0	0	63,413
9	37,000	38,885	0	0	0	29,683
10	74,000	70,017	1	6,414	70,017	53,448
11	22,677	25,297	0	0	0	19,310
12	70,290	75,391	0	0	0	57,550
13	23,900	30,717	0	0	0	23,448

Total	714,469	5	28,684	313,134

<u>Markup: 13%</u>

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's	Cost of Jobs	Assumed Direct
	_	Assumed	Oi	Assumed	OI JOUS	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	35,777	0	0	0	27,103
2	49,890	44,983	1	4,430	44,983	34,078
3	50,790	47,919	1	4,719	47,919	36,302
4	69,787	69,914	0	0	0	52,966
5	32,000	41,683	0	0	0	31,578
6	84,000	82,157	1	8,091	82,157	62,240
7	40,376	71,644	0	0	0	54,276
8	64,900	83,705	0	0	0	63,413
9	37,000	39,182	0	0	0	29,683
10	74,000	70,552	1	6,948	70,552	53,448
11	22,677	25,490	0	0	0	19,310
12	70,290	75,966	0	0	0	57,550
13	23,900	30,952	0	0	0	23,448

Total	719,923	4	24,189	245,610

#### <u>Markup:</u> <u>14%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	24,993	36,048	0	0	0	27,103
2	49,890	45,324	1	4,771	45,324	34,078
3	50,790	48,282	1	5,082	48,282	36,302
4_	69,787	70,444	0	0	0	52,966
5	32,000	41,999	0	0	0	31,578
6	84,000	82,779	1	8,714	82,779	62,240
7	40,376	72,187	0	0	0	54,276
8	64,900	84,339	0	0	0	63,413
9	37,000	39,479	0	0	0	29,683
10	74,000	71,086	1	7,483	71,086	53,448
11	22,677	25,683	0	0	0	19,310
12	70,290	76,542	0	0	0	57,550
13	23,900	31,186	0	0	0	23,448

Total	,	725,377	4	26,050	247,471

## <u>Markup:</u> <u>15%</u>

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	36,319	0	0	0	27,103
2	49,890	45,664	1	5,112	45,664	34,078
3	50,790	48,645	1	5,445	48,645	36,302
4	69,787	70,974	0	0	0	52,966
5	32,000	42,314	0	0	0	31,578
6	84,000	83,402	1	9,336	83,402	62,240
7	40,376	72,730	0	0	0	54,276
8	64,900	84,974	0	0	0	63,413
9	37,000	39,776	0	0	0	29,683
10	74,000	71,621	1	8,017	71,621	53,448
11	22,677	25,876	0	0	0	19,310
12	70,290	77,117	0	0	0	57,550
13	23,900	31,421	0	0	0	23,448

Total	730,831	4	27,910	249,331
Iviai	750,051		27,710	247,551

#### <u>Markup:</u> <u>16%</u>

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	36,590	0	0	0	27,103
2	49,890	46,005	1	5,452	46,005	34,078
3	50,790	49,008	1	5,808	49,008	36,302
4	69,787	71,503	0	0	0	52,966
5	32,000	42,630	0	0	0	31,578
6	84,000	84,024	0	0	0	62,240
7	40,376	73,272	00	0	0	54,276
8	64,900	85,608	0	0	0	63,413
9	37,000	40,073	0	0	0	29,683
10	74,000	72,155	1	8,552	72,155	53,448
11	22,677	26,069	0	0	0	19,310
12	70,290	77,693	0	0	0	57,550
13	23,900	31,655	0	0	0	23,448

Total	736,285	3	19,813	167,168

#### <u>Markup:</u> <u>17%</u>

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	36,861	0	0	0	27,103
2	49,890	46,346	11	5,793	46,346	34,078
3	50,790	49,371	1	6,171	49,371	36,302
4	69,787	72,033	0	0	0	52,966
5	32,000	42,946	0	0	0	31,578
6	84,000	84,646	0	0	0	62,240
7	40,376	73,815	0	0	0	54,276
8	64,900	86,242	0	0	0	63,413
9	37,000	40,369	0	0	0	29,683
10	74,000	72,690	1	9,086	72,690	53,448
11	22,677	26,262	0	0	0	19,310
12	70,290	78,268	0	0	0	57,550
13	23,900	31,890	0	0	0	23,448

		_		
Total	741,739	3	21,051	168,406

#### <u>Markup: 18%</u>

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	37,132	0	0	0	27,103
2	49,890	46,687	1	6,134	46,687	34,078
3	50,790	49,734	1	6,534	49,734	36,302
4	69,787	72,563	0	0	0	52,966
5	32,000	43,262	0	0	0	31,578
6	84,000	85,269	0	0	0	62,240
7	40,376	74,358	0	0	0	54,276
8	64,900	86,876	0	0	0	63,413
9	37,000	40,666	0	0	0	29,683
10	74,000	73,224	1	9,621	73,224	53,448
11	22,677	26,455	0	0	0	19,310
12	70,290	78,844	0	0	0	57,550
13	23,900	32,124	0	0	0	23,448

	1			-	
Total		747,193	3	22,289	169,645

#### <u>Markup:</u> 19%

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	37,403	0	0	0	27,103
2	49,890	47,028	1	6,475	47,028	34,078
3	50,790	50,097	1	6,897	50,097	36,302
4	69,787	73,092	0	0	0	52,966
5	32,000	43,578	0	0	0	31,578
6	84,000	85,891	0	0	0	62,240
7	40,376	74,901	0	0	0	54,276
8	64,900	87,510	0	0	0	63,413
9	37,000	40,963	0	0	0	29,683
10	74,000	73,759	1	10,155	73,759	53,448
11	22,677	26,648	0	0	0	19,310
12	70,290	79,419	0	0	0	57,550
13	23,900	32,359	0	0	0	23,448

Total	752,647	3	23,527	170,883
10001	752,047		20,027	170,005

#### <u>Markup:</u> 20%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	37,674	0	0	0	27,103
2	49,890	47,368	1	6,816	47,368	34,078
3	50,790	50,460	1	7,260	50,460	36,302
4	69,787	73,622	0	0	0	52,966
5	32,000	43,893	0	0	0	31,578
6	84,000	86,514	0	0	0	62,240
7	40,376	75,443	0	0	0	54,276
8	64,900	88,144	0	0	0	63,413
9	37,000	41,260	0	0	0	29,683
10	74,000	74,293	0	0	0	53,448
11	22,677	26,841	0	0	0	19,310
12	70,290	79,995	0	0	0	57,550
13	23,900	32,593	0	0	0	23,448

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Total	758,101	2	14,076	97,828

<u>Markup:</u> 21%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	37,945	0	0	0	27,103
2	49,890	47,709	1	7,156	47,709	34,078
3	50,790	50,823	0	0	0	36,302
4	69,787	74,152	0	0	0	52,966
5	32,000	44,209	0	0	0	31,578
6	84,000	87,136	0	0	0	62,240
7	40,376	75,986	0	0	0	54,276
8	64,900	88,778	0	0	0	63,413
9	37,000	41,557	0	0	0	29,683
10	74,000	74,828	0	0	0	53,448
11	22,677	27,034	0	0	0	19,310
12	70,290	80,570	0	0	0	57,550
13	23,900	32,828	0	0	0	23,448

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Total	763,555	1	7,156	47,709

#### <u>Markup:</u> 22%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	38,216	0	0	0	27.103
2	49,890	48,050	1	7,497	48,050	34,078
3	50,790	51,186	0	0	0	36,302
4	69,787	74,681	0	0	0	52,966
5	32,000	44,525	0	0	0	31,578
6	84,000	87,758	0	0	0	62,240
7	40,376	76,529	0	0	0	54,276
8	64,900	89,412	0	0	0	63,413
9	37,000	41,854	0	0	0	29,683
10	74,000	75,362	0	0	0	53,448
11	22,677	27,228	0	0	0	19,310
12	70,290	81,146	0	0	0	57,550
13	23,900	33,062	0	0	0	23,448

Total	769,009	1	<b>7,49</b> 7	48,050

<u>Markup:</u> 23%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	38,487	0	0	0	27,103
2	49,890	48,391	1	7,838	48,391	34,078
3	50,790	51,549	0	0	0	36,302
4	69,787	75,211	0	0	0	52,966
5	32,000	44,841	0	0	0	31,578
6	84,000	88,381	0	0	0	62,240
7	40,376	77,072	0	0	0	54,276
8	64,900	90,047	0	0	0	63,413
9	37,000	42,150	0	0	0	29,683
10	74,000	75,897	0	0	0	53,448
11	22,677	27,421	0	0	0	19,310
12	70,290	81,721	0	0	0	57,550
13	23,900	33,297	0	0	0	23,448

Total	774,463	7,838	48,391

<u>Markup:</u> 24%

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	24,993	38,758	0	0	0	27,103
2	49,890	48,731	1	8,179	48,731	34,078
3	50,790	51,912	0	0	0	36,302
4	69,787	75,741	0	0	0	52,966
5	32,000	45,156	0	0	0	31,578
6	84,000	89,003	0	0	0	62,240
7	40,376	77,614	0	0	0	54,276
8	64,900	90,681	0	0	0	63,413
9	37,000	42,447	0	0	0	29,683
10	74,000	76,431	0	0	0	53,448
11	22,677	27,614	0	0	0	19,310
12	70,290	82,297	0	0	0	57,550
13	23,900	33,531	0	0	0	23,448

Total	779,917	1	8,179	48,731

#### <u>Markup: 25%</u>

Job Number	Lowest Competitor's Bid	Assumed Bid	Win (1) Or Lose (0)	ART's Assumed Profit	Cost of Jobs Won	Assumed Direct Cost
1	24,993	39,029	0	0	0	27,103
2	49,890	49,072	1	8,519	49,072	34,078
3	50,790	52,275	0	0	0	36,302
4	69,787	76,270	0	0	0	52,966
5	32,000	45,472	0	0	0	31,578
6	84,000	89,626	0	0	0	62,240
7	40,376	78,157	0	0	0	54,276
8	64,900	91,315	0	0	0	63,413
9	37,000	42,744	0	0	0	29,683
10	74,000	76,966	0	0	0	53,448
11	22,677	27,807	0	0	0	19,310
12	70,290	82,872	0	0	0	57,550
13	23,900	33,766	0	0	0	23,448

			_	_
Total	785,371	1	8,519	49,072

#### <u>Markup:</u> 26%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	39,300	0	0	0	27,103
2	49,890	49,413	1	8,860	49,413	34,078
3	50,790	52,638	0	0	0	36,302
4	69,787	76,800	0	0	0	52,966
5	32,000	45,788	0	0	0	31,578
6	84,000	90,248	0	0	0	62,240
7	40,376	78,700	0	0	0	54,276
8	64,900	91,949	0	0	0	63,413
9	37,000	43,041	0	0	0	29,683
10	74,000	77,500	0	0	0	53,448
11	22,677	28,000	0	0	0	19,310
12	70,290	83,448	0	0	0	57,550
13	23,900	34,000	0	0	0	23,448

Total	790,825	1	8,860	49,413
		<del></del>		

## <u>Markup:</u> 27%

	Lowest		Win (1)	ART's	Cost	Assumed
Job	Competitor's	Assumed	Or	Assumed	of Jobs	Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	39,571	0	0	0	27,103
2	49,890	49,754	1	9,201	49,754	34,078
3	50,790	53,001	0	0	0	36,302
4	69,787	77,330	0	0	0	52,966
5	32,000	46,104	0	0	0	31,578
6	84,000	90,870	0	0	0	62,240
7	40,376	79,243	0	0	0	54,276
8	64,900	92,583	0	0	0	63,413
9	37,000	43,338	0	0	0	29,683
10	74,000	78,034	0	0	0	53,448
11	22,677	28,193	0	0	0	19,310
12	70,290	84,024	0	0	0	57,550
13	23,900	34,234	0	0	0	23,448

Total	704 170	1	0.201	40.754
Total	796,279	1	9,201	49,754

#### <u>Markup:</u> 28%

Job	Lowest Competitor's	Assumed	Win (1) Or	ART's Assumed	Cost of Jobs	Assumed Direct
Number	Bid	Bid	Lose (0)	Profit	Won	Cost
1	24,993	39,842	0	0	0	27,103
2	49,890	50,095	0	0	0	34,078
3	50,790	53,364	0	0	0	36,302
4	69,787	77,859	0	0	0	52,966
5	32,000	46,420	0	0	0	31,578
6	84,000	91,493	0	0	0	62,240
7	40,376	79,786	0	0	0	54,276
8	64,900	93,217	0	0	0	63,413
9	37,000	43,635	0	0	0	29,683
10	74,000	78,569	0	0	0	53,448
11	22,677	28,386	0	0	0	19,310
12	70,290	84,599	0	0	0	57,550
13	23,900	34,469	0	0	0	23,448

Total	801,733	0	0	0

#### APPENDIX F

Bid Data

for

Jobs over

\$200,000

(Source: Naval Air Station, Jacksonville, Florida)

ABS	ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	TION	IS	ISSUED	OPENED		BID EXPIRES		AMENDS	Page of	Pakes
188	lssuing Office -	N62467-90-B-6246	246		23	of Tor	22 AUG	90 21	1 OCT 90		0	. /	3
OIC JAC	EA FL	MODIFICATIONS TO SWITCHING STATION 1317 NAVAL STATION.	SWIT	CCHINC	, , ×	# GOVT	# GOVT EST ge	CONTROI	CONTROL AMOUNT				!
		MAYPORT, FL			•	Bid Item 1	en 1	Bid Item	8	Bid Item 3	Bid Item 4	Total #	
			Bid F	Bond	~	Bid Item 1		Bid Item 2	2	Bid Item 3	Bid Item 4	Total	
<b>X</b> 0	Offeror		Type	Amt	Ack	\$			0		•	•	
-	DARCON, INC. TAMPA, FL		7	7	ſ	246,980	980			3			
	IDATED, AL	ELECTRICAL CONT.	7	7	(	289	289,814						
		UTILITY	7	\	(	554	554,617	,					
. l	EAST BAY ELECTRIC	01	ذ	7	1	237,	237,879			0			171
	ACME ELECTRIC, INC.	INC.	7	7	(	2 78,300	300						
ه اد	BARNES ELECTRIC CO., PENSACOIA FI	CO., INC.	7	`	1	268	368,800						
ء اد	WATT ELECTRIC CO.	O. JERSEY	7	/	(	354,400	400	ļ					
-   80	MCCLURE ELECTRICAL CONST., ATLANTA, GA	CAL CONST., INC.	>		í	266	266,700						
0.	SUN ELECTRIC COMPANY JACKSONVILLE, FL	MPANY 1L	>	>	(	245,	245,190		9	6			
۽ ا	J. L. MALONE	& ASSOCIATES,	1	7	1	248,	248,000				1		
this this	tify that I have abstract all offer solicitation	opened read and recorded on the received in reponse to this fellux	Sinse t	1 2	2/90		Signatu	T bue 7	111000	Signature and Titles of Certifying Official	DATE 22 AUG 90	06-50	"
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ABSTRACT OF OFFERS-CONSTRUCTION	Issuing Office -	SOUTHERN DIVISION CHARLESTON, SC		No. Offeror	DIMARE CONSTRUCTION CO. 1 JACKSONVILLE, FL	ARKO CONSTRUCTION JACKSONVILLE, FL	JENKINS CONSTRUCTION, 3 JACKSONVILLE, FL	UNICON GROUP INC. PONTE VEDRA BEACH,	MILITARY CONSTRUCTION CORP 5 ORANGE PARK, FL	SUPERIOR CONSTRUCTION CO., 6 JACKSONVILLE, FL	PHOENIX COMMERCIAL CORP.	DAN RICE CONSTRUCTION CO. 8 HOLLY HILL, FL	L. C. GASKINS 9 JACKSONVILLE,	01	ertify that I he abstract all se solicitation	

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	N62467-89-B-6244	PROJECT TITLE: REPAIR/IMPROVE MAYPORT MOBILE HOME PARK, NAVAL STATION,	MAYPORT, FL		SONVILLE, INC.	NTAL SVCS., INC.	AIR, INC.	FL	ASSOCIATES,	INC.	VTED 'L	UCTION CO.	RUCTION CO	UO.	E rand
ABSTRACT OF OFFERS-CONSTRUCTION	Issuing Office -	OICC - JAX AKEA JACKSONVILLE, FL		Offeror	JENSEN OF JACKSONVILLE, JACKSONVILLE, FL	PETR ENVIRONMENTAL SVCS., JACKSONVILLE, FL	MIAMI COMFORT AIR,	P, INC.	J. L. MALONE & ASSOCIATES, ALBANY, GA	UNICON GROUP, INC. PONTE VEDRA BEACH,	SAUER INCORPORATED JACKSONVILLE, FL	DAN RICE CONSTRUCTION CO. HOLLY HILL, FL	R. B. GAY CONSTRUCTION JACKSONVILLE, FL	COKER CORPORATION JACKSONVILLE, FL	tify than abstract solicita
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	AUSTNACT OF OFFEIIS - CONSTRUCTION	ISSUING OFFICE	CHARLESTON, S.C.	INTERNATIONAL STEEL INDUSTRIES ORLANDO, FL	SAUER INCORPORATED JACKSONVILLE, FL	MILITARY CONSTRUCTION CORPORANGE PARK, FL	R. B. GAY CONSTRUCTION CO., JACKSONVILLE, FL	L.C. GASKINS CONSTRUCTION CO., JACKSONVILLE, FL	NELSON CONSTRUCTION CO OF JACKSONVILLE, FL	DAVID BOLAND INC. TITUSVILLE, FL				t certify that I thuse opened inad and recorded on this abstract all offers received in response to
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0 ] 17	EA FI.	PROJECT TITLE: RENOVATIONS & ADDITIONS TO HANGAR 67 & LINE	ENOVAT SAR 67	IONS &	VE SHACK		GOVT EST 49	CONTROL AMOUNT	\$ INI			
	<u> </u>	310, NAVAL AIR STATION CECIL FIELD, FLORIDA	ration Rida			Bid Item 1		Bid ltem 2	Bid Item 3	Bid Item 4	Total	
0	Offeror		Bid Bond Type A.) Amt	ond )Amt	Amend 2			Bid ltem 2	Bid Item 3	Bid Item 4	10141	
	HARRISON BUILDING, JACKSONVILLE, FL	INC.	7	7	/	402,0	402,227 00					
	BILL WILLIAMS A/C JACKSONVILLE, FL	& HEATING, INC	7	>	7	452,700	700					
1	C. C. BORDEN CONSTRUCTION, JACKSONVILLE, FL	TRUCTION, INC.	1	>	\	394,	394,473					
` '	PEEL BUILDERS, INC. JACKSONVILLE, FL	ıc.	7	>	>	429,000	900					148
;; v^	PHOENIX COMMERCIAL CORPORANGE PARK, FL	AL CORP.	7	7	>	390,000	43 000					
9	MILITARY CONSTRUCTION CORPORANCE PARK, FL	TION CORP.	5	>	>	361,700	90 00	(-)				
	SAUER INCORPORATED JACKSONVILLE, FL	03	7	7	7	374,000	00/00	3				
- α	COKER CORPORATION JACKSONVILLE, FL	NO	7		7	3699	369,971	(F)				
6	ALPHA SERVICE, I JACKSONVILLE, FL	INC.	7		7	383,000	8 8					
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ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	I	ISSUED	OPENED	BID EXPIRES	-	AMENDS	Page of Pages
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X AREA I	PROJECT TITLE: INSTALLATION DRAWDOWN WASTEWATER COLLECTI	STALLATI TER COLLE	ON OF CTION	GOVT EST	· <del></del>	CONTROL AMOUNT	\$		
S) &	SYSTEM FOR JET FUEL TANKS, AIR STATION; JACKSONVILLE,	JEL TANKS (SONVILLE	, NAVAL , FLORIDA	ard Sid	Item 1 Bid Item	2	d Item 3	Bid Item 4	Total
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DELTA INDUSTRIAL LOCUST GROVE, GA	CONTRACTORS, INC.	1	0	224,850 0	808				
MILTON J. WOOD COMPANY JACKSUNVILLE, FL	IPANY	>	Ð	275,087,00	200%				
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SAUER INC. JACKSONVILLE, FL		7	0	230 471.00	27.00				671
	N INC.	7	0	274 000,00	80.00 (3)	$\overline{}$			
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.004	ABSTRAFT OF OFFERS-CONSTRUCTION		SOLICITATION	NO.	ISSUED	ED	OPENED	BID EXPIRES	PIRES	AMENDS	Page of	Pakes
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OICC	OICC - JAX AREA	REPAIR TO AIR CONDITIONING	NDITIO	1	SYSTEM	GOVI EST	ST	CONTROL AMOUNT	NI \$			
<b>.</b>		DEBG: 333 NAVAL AIR STATION JACKSONVILLE: FLORIDA	N ORIDA			Bid Item	1 tem 1 69	Bid Item 2 s		Bid Item 4	Total	
, X	Offeror		Bid Bond Type 24 Amt		Amend Ack	Bid Item \$	1	Bid Item 2 \$	Bid Item 3	Bid Item 4	Total	
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	1 .	FL	\\ \frac{1}{2}		>	294,500.0	3/5					
,	WEATHER ENGINEERS, JACKSONVILLE, FL	ERS, INC. FL	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \		<u> </u>	209,000.00	र्ड ।		(B)			
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	ABLE PRODUCTS JACKSONVILLE,	CO. FL	>	\	\	201,700,00	80,00		9			
n	SOUTHEASTERN CHI	SOUTHEASTERN CHILLER SERVICES	>		>	213,344 0	14 0		0			
10	ALPHA SERVICE, INC. JACKSONVILLE, FL	INC.	>		\	214,000 00	8		8			
c	PYRAMID MECHANICAL INC. JACKSONVILLE, FL	MICAL INC.	3			242,500 03	80					
	W. W. GAY MECHAN JACKSONVILLE, FL	W. W. GAY MECHANICAL CONTRACTOR JACKSONVILLE, FL	2			730,7930	23					
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I Cert	tify that I have abernact all offs	opened read and recorded	orded on	1		" \\ \\		yes and Title	Agnature and Title Of Certifying Official		6908	
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SOL SOL SEEBS-CONSTRUCTION SOL	67-91-E	VILLE	FLORIDA STATION, MAYPORI,		REGENCY ELECTRIC CO., INC.	MILLER ELECTRIC COMPANY JACKSONVILLE, FL	EAST BAY ELECTRIC, INC. PANAMA CITY, FL	COGBURN BROS. ELECTRIC INC. JACKSONVILLE, FL	MCCLURE ELECTRICAL CONSTRUCTORS	GAYCO ELECTRIC CO., INC.	1 🗆 🖫	SUN ELECTRIC COMPANY JACKSONVILLE, FL	HEART RENTALS & REPAIRS, INC. SALT SPRINGS, FL	MILITARY CONSTRUCTION CORP. ORANGE PARK, FL	I certify that I have opened read and recorded this abstract all offers received in reponse this solicitation

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ABS	ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	Z	ISSUED	Q	OPENED	BID E	BID EXPIRES	AME	AMENDS	Page 1 of	Page 80
182	Issuing Office -	N62467- 90-B-0699	6690-		30 MA	30 MAR 92	30 APR 92	92 30 JUN 92	IN 92	4			
SOUTI	<del>!</del>		CT TITLE: PETROLEUM OUND STORAGE TANKS CLOSU	EUM CS CLC	SURE	GOVT EST		CONTROL AM	CONTROL AMOUNT \$220, 702. 5	20 70	2.5		
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Xo.	Offeror		Bid Bond Type A	1	Amend Ack 4	Bid Item 1		Bid Item 2	Bid Item 3		Bid Item 4	Total	
	EEICO SOUTHFIELD MI		/			2382	238240.00		~				
,;	ļ	NC			>	2340	234,000,00		2				
il	ENVIRONMENTAL RESTORATIONCO. FREDERICKSBURG, VA	RATIONCO.	>			218,925,00	3,00						
7	V & M CONSTRUCTION MOSS POINT MS	& SERVICES CO			~	24,5	24,500. B					125	
:1 %	T.A. INDUSTRIES INC. LOUISVILLE KY		>		>	254,000	) da (13						
;l ,;	DOUGLAS ENVIRONMENTAL INDIANAPOLIS, IN	AL SERVICE,	INC.		7	5673	561,325.00						
7.	SHAH CONSTRUCTION JACKSONVILLE, FL	CO INC.	,			192, 7	295,700.00						
) ±	AW & ASSOCIATES PANAMA CITY, FL		7		>	4949	294,970.00						
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Issuing Office -	467-	91-8-2478	23 AUG	91 26	SEP 91 .25 NOV 91	7 91	1	
VEA F	PROJECT TITLE: R	REPAIR STATION RO	ION ROADS	GOVT EST	CONTROL AMOUNT	\$ LN		
JACKSONVILLE, FL   IN   JA	JACKSONVILLE, FL	FLORIDA		Bid Item 1 219	Cod Item 2	Bid Item 3	Bid Item 4	Total
		Bid Bond	Amend Ack /	-,	Bid Item 2	Bid Item 3	Bid Item 4	Total \$
HUBBARD CONSTRUCTION CO.	ON CO.	1	>	2,316,000.00		~		
DUVAL ASPHALT JACKSONVILLE,	PRODUCTS, INC. FL	1		2, 010,000.W		d		
ANDERSON COLUMBIA CO., JACKSONVILLE, FL	CO., INC.	\	\	1,995,000	2			
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ABS	ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	TION	H	ISSUED	OPENED	BID EXPIRES	ì	AMENDS	Pake of Pakes
181	Issuing Office -	N62467-90-B-2461	1977			17AUG90	18SEP90	90 18NOV90	00	1	1
RO] JAC	ROICC JAX AREA JACKSONVILLE, FL	PROJECT TITLE: REPLACE POLYCHLORINATED BIPHENYL	ORINA	red BI	PHENY	L GOVT EST	EST 20	CONTROL AMOUNT	* IN		
		TRANSFORMERS & FILTER, NAVAL AIR STATION, JAX, FL	FILTE X, FL	R, NAV	AL	Bid Item 1		Bid Item 2	Bid Item 3	Bid Item 4	Total
No.	Offeror	p.m	Bid I	Bid Bond Type 26/kmt	Amend	Bid Item 1		Bid Item 2	Bid Item 3	Bid Item 4	Total \$
-	FLORIDA INDUSTRIAL ELECT LONGWOOD, FL		7	7	7	000'000'1	3	00'668			
	HEDGECOCK ELEC PENSACOLA, FL	ELECTRIC, INC. FL	7	7	7	976,0	976,000				
	BARNES ELECTRIC PENSACOLA, FL	10 00.	7	7	7	798	864,900				
4	MILLER ELECTRIC JACKSONVILLE, FL	IC 0C. FL	7	7	7	879.	879,000				<b></b> ₽91
to.	EAST BAY ELECTRIC, INC. PANAMA CITY, FL	rric, inc.	7	>	7	119,5	719,424 B		0		
ي ا	J. L. MALONE & ALBANY, GA	& ASSOCIATES INC.	7	` ک	7	741.5	741,329		Ø		
	REGENCY ELECTRIC JACKSONVILLE, FL	RIC CO. FL	7	7	7	814.7	814,741				
80	MILITARY CONSTRUCTION CORP ORANGE PARK, FL	RUCTION CORP	7	7	7	822,	822,877				
اه	SUN ELECTRIC C JACKSONVILLE,	CO. FL	7	7	\	809,1	17/608		(E)		
-										4.	
thi chi	I certify that I have opened read this abstract all offers received this solicitation	opened read and recorded		1/8/	12	K	Sygnatur	Marture and Title of Certifying Official	f Certifying O	Official 9/18/90	0
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SOUTHERN DIVISION   COPPEST TITLE:   CONTROL AND   Statement of the correct of	ABST	ABSTRACT OF OFFERS CONSTRUCTION													
ONF STATION EXCHANGE/COMMISSARY   CONTROL AMOUNT \$   COMPLEX, NAVAL STATION   Statem 1   Statem 1   Statem 2   Statem 4   Statem 6   Statem 6   Statem 7   Statem 8   Statem 8	Issu		N62467-88-B-(	0586		15	JUN 90	16 0		15 DEC	06	7			
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State   Stat			MAYPORT, FLORIDA	<b>V</b> :			se Se	2, 000	·Bid Item	2	id Item 3	Bid Ite	sm 4	Total	
R. B. GAY CONSTRUCTION CO. INC.  JACKSONVILLE, FL. ROBERT CAY CONSTRUCTION CO.  AHTESELL CREEN, INC.  THE AUCHTER COMPANY JACKSONVILLE, FL. BATSON-COOK OF FLORIDA, INC.  JACKSONVILLE, FL. DAVID BOLAND, INC.  C. C. CASKINS CONSTRUCTION CO.  JACKSONVILLE, FL. AND SOLICE FL. ALCKSONVILLE, FL. ALCKSONVI	No.	Offeror		Bid J	Bond R Amt	Amend Ack	Bid Ite \$	ы J	Bid Item \$		1d Item 3	Bid Ite \$	5m 4	Total \$	
ROBERT CAY CONSTRUCTION CO.  JACKSONVILLE, FL WHITESELL GREEN, INC.  PENSACOLA, FL JACKSONVILLE, FL BATSON COOK OF FLORIDA, INC.  THE AUCHTER COMPANY  JACKSONVILLE, FL DAVID BOLAND, INC.  THE AUCHTER CONSTRUCTION CO.  THE AUCHTER CONSTRUCTION CO.  THE AUCHTER CONSTRUCTION CO.  THE SHITH, INC.  JACKSONVILLE, FL JACKSONVILLE, FL JACKSONVILLE, FL  THIS SHITH, INC.  THE SHITH, INC.  THE SHITH, INC.  THE SHITH, INC.  THE SHITH INC.	-	R. B. GAY CONST JACKSONVILLE, F	UCTION CO.	>	\	6	8,400	0000							1
WHITESELL GREEN, INC.  THE AUCHTER COMPANY  JACKSONVILLE, FL  DAVID BOLAND, INC.  TO SARINS CONSTRUCTION CO.  TO S	2	ROBERT GAY CONS JACKSONVILLE, F	STRUCTION CO.	7	7	7	8,655,	oa				-	:		
THE AUCHTER COMPANY  JACKSONVILLE, FL  BATSON-COOK OF FLORIDA, INC.  JACKSONVILLE, FL  TITUSVILLE, FL  MEL SMITH, INC.  JACKSONVILLE, FL  MEL SMITH, INC.  MEL SMI		WHITESELL GREEN PENSACOLA, FL	v, INC.	7	>	2	814.8	080.							:
BATSON-COOK OF FLORIDA, INC.  JACKSONVILLE, FL  DAVID BOLAND, INC.  TO PLAN SON SON STRUCTION CO.  JACKSONVILLE, FL  MEL SMITH, INC.  ABELTAN SON STRUCTION OF STRUCTION OF STRUCTION OF STRUCTION  ABBLT AND SON STRUCTION OF STRUC	-	THE AUCHTER CONJACKSONVILLE, F	1PANY T.	>		7	8.787	000							sst
DAVID BOLAND, INC.  TITUSVILLE, FL  L. C. GASKINS CONSTRUCTION CO.  JACKSONVILLE, FL  JACKSONVILLE, FL	8	BATSON-COOK OF JACKSONVILLE, F	LORIDA,	>	>	7	8,23	-000			3				
L. C. GASKINS CONSTRUCTION CO.  JACKSONVILLE, FL  JACKSONVILLE, FL  THAY THE I have opened read and recorded on abstract all offent regalved in reports to solicitation.	0		INC.	>	\	7	8,22	3000			8				
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tily that I have opened read and recorded on abstract all offended in reports to solicitation	60	MEL SMITH, INC. JACKSONVILLE, F	J.	>	\	7	8.725	606.							
tify that I have opened read and recorded on abstract all offer recorded in reporte to solicitation	6														
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## APPENDIX G

Bid Data

for Jobs

\$100,000 - \$200,000

(Source: Naval Air Station, Jacksonville, Florida)

i	NOTENEZ DE DESERS-CONSTRUCTION		SOLICITATION	NOI	ISSUED		OPENED	BID EXPIRES	-	AMENDS	Page of Pages	뻵
To a	lasuing Office -	N62467-90-B-6209	5209		23	JUL 90 13	SEP 90	12 NOV	06	4		1
10	OICC - JAX AREA	PROJECT TITLE: GENSETS FOR LIFT	STATIONS	IONS		Steoyr Est		CONTROL AMOUNT				1
Yr.	JACKSONVIELE, TE	NAVAL STATION MAYPORT, FLORIDA	_			Bid Item 1	Bid.	ltem 2	Bid Item 3	Bid Item 4	Total	ı
=	10000		Bid Bond	ond Amt	Amend	Bid Item 1	Bid ltem	2	Bid Item 3	Bid Item 4	Iotal \$	1
-	MCCLURE ELECTRI ATLANTA, GA	ELECTRICAL CONST. INC. GA										ı
_  ,	COLLINS ELECTRIC WEST CHESTER, OH	C H	7	7	۷	237,670						ı
,	ALPHA SERVICE, I JACKSONVILLE, FL	INC. FL	7	Ň	>	1. 70,000						ł
	LEO'S CONSTRUCTION & FENCE ST. MARY'S, GA	10N & FENCE	7	7	7	9,49,500	(, a,				<b>4</b> S	.1
••	SUN ELECTRIC COMPANY JACKSONVILLE, FL	MPANY 'L	7	7	,7	e31.641	7,				τ	
<u></u> 4	LEE SYSTEMS, INC.	.c.	2	7	7	169,587	,,					ı
ء اد •	ROBERTS ELECTRICAL CONT. LYNN HAVEN, FL	CAL CONT. INC.	7		~	166,280	,0					1
.  .	CHARTER ELECTRIC JACKSONVILLE, FL	VIC CO. FL	7	7	. 7	, 19,200 1						ı
ه اد	COGBURN BROS. E JACKSONVILLE, F	ELECTRIC, INC. FL	7	7	7	\$ 149,513						1
.  5	M. E. ROMAN E. JACKSONVILLE	LECTRIC BEACH, FL	7	/	7	169,750	2,		7.			ı
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		wan is	3	3				77	TIGGE CEG USON	W.		

SON ELECTRIC, INC E. FL. C. IC. (C. C. C	100-30330 TO TO 100		SOLICITATION	NO.	ISSUED		OPENED	BID EXPIRES		AMENDS	Page of	Pakes
SON ELECTRIC, INC.    Course	uing Office -	-0629	5209		23	- 6	SEP	12	06	4	2 .	
MAYORT, FL.   Bid bond   Marcal   Bid Item 2   Bid Item 4   Bid Item 2   Bid Item 4   Bid Item 4   Bid Item 2   Bid Item 4   Bid Item 4   Bid Item 4   Bid Item 5   Bid Item 4   Bid Item 6   Bid Item 7   Bid Item	OICC - JAX AREA	PROJECT TITLE: GENSETS FOR LIFE	FT STAT	NOI.		GOVT EST		ROL AMOUN	'			
Otteron Treeform Andrew State		NAVAL STATION MAYPORT, FL				Bid Item		2	Bid Item 3	Bid Item 4	Total	
HADDINGTON & SON ELECTRIC, INC.  JACKSONVILLE. PL.  HILITARY CONSTRUCTION CORP.  OGANGE PARK, FL.  Society for the form of the following form of the following followi			Bid Bo	<u></u>		Bid Item 1		2	Bid Item 3 \$	Bid Item 4	Iotal \$	
RP. (		N ELECTRIC, INC.	7		7	\$6191	0					
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and recorded on Signature and Title Of Certifying Official	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	4 7. 43.C	7	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \		16.8,38	, ~					8
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FUEL TILE: FUEL TANKS AIR STATION FIELD, FLORIDA INC. INC.  SVS  CE INC.  C.  C.  Amd and recorded on ed in reponse to	ARCTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	ISS	ISSUED	OFENED	BID EALTHE	- Tare		
CC ANY AREA CLEAN FIEL TANKS  CREMINGLIAE. FI. CLEAL FIELD, FLORIDA  SLI TERRO SARALAND, AL. ANY SRIVE. INC. C. E. M. FUTERPRISES, INC. ANOTHER B. CANINO & SONS INC. ANOTHER CONTRACTING. INC. ANOTHER CONTRACTING. INC. C. E. M. FUTERPRISES, INC. ANOTHER CONTRACTING. INC. ANOTHER CONTRACTING. INC. C. E. M. FUTERPRISES, INC. ANOTHER CONTRACTING. INC. ANO	Issuing Office	N62467- 90-B-	6151			12 SEP	06	06		
DELTA SIN CONTRACTING, INC.   True and the condition of the contract of the	OICC - JAX AREA	CLEAN FUEL TAN	KS		GOVT E	STee	CONTROL AMOUN			
DELIZ AND CONTRACTING, INC.   Troe 2004   Std Item 2   Std Item 3   Std Item 4   Std Item 5   Std Item 6   Std Item 7   Std Std Item 1   Std Item 2   Std Item 3   Std Item 4   Std Item 6   Std Item 7   Std Std Item 1   Std Item 2   Std Item 3   Std Item 4   Std Item 6   Std Item 7   Std Item 7   Std Item 6   Std Item 6   Std Item 7   Std I	MUNICIPAL FE	CECIL FIELD, F	LORIDA		Bid Item	- I	id Item 2		Bid Item 4	Total 8
DELTA SUN CONTRACTING, INC.   178,319   20   20   20   20   20   20   20   2			Bid Bond		Bid Item		ld Item 2			Total \$
ANERICAN TANK SERIVE, INC.  C.E.M. ENTERPRISES, INC.  APOPCA, FL  LAIDLAW ENVIRONMENTAL SVS  JACKSONVILLE, FL  LAKELAND, FL  HODGES, INC.  HODGES, INC.  HODGES, INC.  MORTH CONTRACTING, INC.  MORTH CONTRACTING, INC.  ACKSONVILLE, FL  SAUER INCORPORATED  JACKSONVILLE, FL  JACKSO	<u> </u>	INC.	7	>	408,00	8 2				
C.E.M. ENTERPRISES, INC.  APOPKA, FL  LAIDLAW ENVIRONMENTAL SVS JACKSONVILLE, FL  OLLYER B. CANNON & SONS INC. LAKELAND, FL  HODGES, INC. ACASONVILLE, FL  WORTH CONTRACTING, INC. JACKSONVILLE, FL  SAUER INORPORATED JACKSONVILLE, FL  SIGNATURE AND STATES OF CARLIFYING OSTICIAL SAUGHART AND STATES OF CARLIFYING OSTICIAL SAUGHART AND STATES OF CARLIFORM OF CARLIFYING OSTICIAL SAUGHART AND STATES OF CARLIFORM OF CARLIFYING OSTICIAL SAUGHART AND STATES OF CARLIFORM OF CARLIFO	-	i .		`	178,31	20 6				
LAIDLAW ENVIRONMENTAL SVS	C.E.M. APOPKA,	RISES, INC.	7	>	206,3:	8 2				
OLIVER B. CANNON 6 SONS INC.  LAKELAND, FL  LAKELAND, FL  HODGES, INC.  ACARAL, ALEA  PETROULEUM TANK SERVICE INC.  WORTH CONTRACTING, INC.  JACKSONVILLE, FL  SAUER INCORPORATED  JACKSONVILLE, FL  SAUER INCORPORATED  JACKSONVILLE, FL  SAUER INCORPORATED  JACKSONVILLE, FL  SAUER INCORPORATED  JACKSONVILLE, FL  SAUER IN A COPING TREAD AND SIGNATURE AND TITLE OF CETTIFYING OFFICE AND COLUMN AND SIGNATURE AND A COPING AND CONTINUE AND A COPING AND COP		ONMENTAL SVS FL	\	`	247,8	8				651
HODGES, INC.  HODGES, INC.  HODGES, INC.  PETROULEUM TANK SERVICE INC.  WORTH CONTRACTING, INC.  JACKSONVILLE, FL  JACKSONVILLE, FL  JACKSONVILLE, FL  JACKSONVILLE, FL  JACKSONVILLE, FL  SAUER I have opened read and recorded on signature and Title of Certifying Official the solicitation of the received in reponse to of the solicitation of the s	OLIVER B.	حد		7	258,7	8 18				
PETROULEUM TANK SERVICE INC.  NEWELL, N.C.  JACKSONVILLE, FL  JACKSONVILLE, FL  JACKSONVILLE, FL  Certify that I have opened read and recorded on the abstract all offere peceived in reponse to the solicitation of the solicitat	-		1	7	149,52	20 02		(3)		
MORTH CONTRACTING, INC.  JACKSONVILLE, FL  SAUER INCORPORATED  JACKSONVILLE, FL  JACKSONVILLE, FL  JACKSONVILLE, FL  JACKSONVILLE, FL  Signature and Title Of Certifying Official		NK SERVICE INC.		7	121,60	8				
SAUER INCORPORATED  JACKSONVILLE, FL  DARCCO, INC.  JACKSONVILLE, FL  Signature and Title Of Certifying Official  Signature and Title of Certifying Official  Signature and Title Of Certifying Official  Solicitation  And	-			7	187,000	9				
DARCCO, INC.  JACKSONVILLE, FL  Signature and Title Of Certifying Official	-	ORATED, FL	/	\ 	17216	\$ 2		<b>@</b>		
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Issuing Office -	N62467-89-B-6220	220		15 F	FEB 91 19 MAR	AR 91 18 MAY	. 91	0	
OICC JAX AREA JACKSONVILLE, FL	PROJECT TITLE: ROOM ADDITION, BUILDING 15 NAVAL AIR STATION, MAYPORT	, BUI	LDING	1553 RT.	GOVT EST	CONTROL AMOUNT	NUT \$		
	FLORIDA				\$18 Item 1 48	Bid Item 2	Bid Item		
No. Offeror		Bid F	Bid Bond Type 200Amt	Amend Ack '	Bid Item 1 \$	Bid Item 2 \$	Bid Item 3	3 Bid Item 4	rotal \$
COOK/TAYLOR, INC.		<b>&gt;</b> ,	7	N/A	188,000.00				
CTION, FL	& ENGINEERING	/	`	>	167,000.00	<u> </u>			
NELSON CONSTR CO. JACKSONVILLE, FL	OF JAX	>	7	>	232,000.00				
PEEL BUILDERS, INC. JACKSONVILLE, FL		>	/	>	156,153.00		(7)		091
UNICON GROUP INC. PONTE VERDRA BEACH	, F.L.	/	\	>	169,300.00				
ALPHA SERVIC, INC. JACKSONVILLE, FL		>.	>	>	16/000.00				
JENKINS CONSTRUCTION, JACKSONVILLE, FL	ON, INC. II	6	`\	`	149,200.62	156.700.00	(3)		
MILITARY CONSTRUCTION CORP ORANGE PARK, FL	ION CORP.	>	\	)	166,5070				
SAUER INCORPORATED JACKSONVILLE, FL		7	\	``	170,165,00				
COKER CORP. JACKSONVILLE, FL		``	5	J	152,5700	à	3		
I certify that I have opened read this abstract all offers received this solicitation	ed read and recorded egained in reponde		5 200		Signa	Signature and Title Of Certifying Official  (2224)  DATE	of Certifyi	ng Official DATE 3/9/9/	15/6

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REA FL	PROJECT TITLE: OM ADDITION, BUI.	1 1NG 15	51	GOVT EST		CONTROL AMOUNT	\$ INI			
	NAVAL AIR STATION, MAYPORT, FLORIDA	MAYPORT	•	Bid Item 1	1 Bid Item	ten 2	Bid Item 3	Bid Item 4	Total	
LC Le C	B. TY	Bid Bond Type 26 , Amr	Amend Ack	Bid Item 1		tem 2	Bid Item 3	Bid Item 4	Total \$	
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	Issuing Office -	-/94	92-B-2441	7	7_AUG 92_	24 SEP 92	24. NOV	92	1	
ROI	ROICC JAX AREA JACKSONVILLE, FL	PROJECT TITLE: SECURITY HAFDW PATRIOT POINT HOUISING, NAVAL STATION. JACKSONVILLE, FL	SECURITY HAFDWARE IOUISING, NAVAL AI	FDWARE,	GOVT EST		CONTROL AMOUNT	1T \$		
					Bid Item \$174.46	1 ca Bid Item	Item 2	Bid Item 3	Bid Item 4	Total
<b>x</b>	Offeror		Bid Bond Type 16 Amt	Amend t Ack	Bid Item	1	Bid Item 2 \$	Bid Item 3 \$	Bid Item 4	Total \$
_	FASCO CONSTRUCTION INC. FORT WALTON BEACH FL	ON INC. H FL	7	/	146,150,00	g				
C1	ADVENTURE GROUP, ING. OLATHE, KS	ING.	7		188,366.00	9 °				
~	J. A. CHILDS CONST CO., DASDEN AL	ST CO., INC.	7	)	234,900.00	81				
-7	TRAWICK CONSTRUCTORS, INC. BIRMINGHAM, AL	TORS, INC.	7	/	139,340.00	18				29
S	KUCH CORPORATION	ION FL LOWS SIM. Ky	7	)	125,000	8/				τ
·	GTR SERVICES, INC. JACKSONVILLE, FL	С.	/	/	134,4420	200	C			
7	JACK ESPENSHIP CONSTRUCTION LAKE CITY FL	CONSTRUCTION CO	7	-	1473896	20%				
∞	MILITARY CONSTRUCTION CORPORANGE PARK FL	JCTION CORP.	}		138,576.00	$\bigvee$	(N)			
6	COKER CORPORATION JACKSONVILLE, FL	NC	7	•	174,770.99	8/.				
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. 18	L.I	467-91	-2465		61	3 91 18	SEP 91 17.	17 NOV 91		0		Y	
8	Issuing Office	PROJECT TITLE:				GOVT EST	CONTROL	AMOUNT	CONTROL AMOUNT \$ 173,528	28 00			
_	OICC - JAX AREA	YOUTH CENTER							`				
,		NAVAL AIR STATION JACKSONVILLE, FL	z			Bid Item 1 s 173 528	ab Bid Item 2 ab		Bid Item 3	Bid Item 4	Total		
á	10000		Bid	Bid Bond Type 20 Amt	Amend	Bid Item 1	Bid Item 2		Bid Item 3	Bid Item 4	lotai \$		
-	ROI	CORP.	`	\	1/4	165,000	4,900	1	169.900				
.   .	ALPHA SERVICE, JACKSONVILLE,	v	>	7	NA	180,000			186400				
.1] w	COKER CORP. JACKSONVILLE, FL		7	7	4/4	161,088	3,600	39	164,618	6			
	HEPTACON, INC. JACKSONVILLE, FL		>		NA	001,481	4, 490	9	193,490		£9 <b>1</b>		
4 N	<del></del>	& ENG., INC	7	7	1/4	058'1L1	6,700	d)	178,550				
1 4		TION	>	>		56 484	7,320	l	176,307				
0   0		TION	>	>	1 1	163,726	2,943	9	165,669	(M)			
~ 0	C. C. BORDEN CONSTRUCTION, JACKSONVILLE, FL	TRUCTION, INC		/	-1/14	165,083	6,361		171,344				
6	PIONEER GENERAL CONTRACTORS ORANGE PARK, FL	ONTRACTORS	7	7	N/A	139,400	3,500		142,900	9			
10	ROBERT GAY CONSTRUCTION JACKSONVILLE, FL	UCTION	7	7	11/14	324,700	7,700	1 6 E	232,400				_
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	-16-61-	PROJECT TITLE:			MILITARY CONSTRUCTION CORP. ORANGE PARK, FL									have opened read a offere received
	ABSTRACT OF OFFERS-CONSTRUCTION N624			No Offeror			2)	1,1	.5.	76.	7.	8/	74	Certify that I this abstract all this solicitation

Page 10f Pages			Total s	Total \$				<b>S</b> 9	τ					0
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BID EXPIRES	92 3 NOV 92	CONTROL AMOUNT	Bid Item 2	Item 2	(2)	<u>-</u>					·		*3	Signature and Title Of Certifying Official
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SOLICITATION	92-8-2466	S TO	WILL	Bid Bond Type Amt	7	7					1			orded on onse to
	N62467- 92-B	PROJECT TITLE: REPAIRS TO SYSTEM, NAVAL AIR STATION,	ACNSONVILLES, FLOO		D INC	EAST INC.	N							I have opened read and recorded all offers received in reponse ton Aus Afflex
ABSTRACT OF OFFERS-CONSTRUCTION	Issuing Office -	ROICC JAX AREA S JACKSONVILLE FL	7	Offeror	SPINIELLO LIMITED INC MORRISTOWN, NJ	INSITUTORM SOUTHEAST INC. JACKSONVILLE, FL	COKER CORPORATION JACKSONVILLE FL							this abstract all offers this solicitation
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ABS	ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	NO	ISSUED		OPENED	BID EXPIRES		AMENDS	Page of	Pakes
I BS	Issuing Office -	N62467- 91-B-0765	0765		7 APF	APR 92	7 MAY 92	6 JUL	92	0	. /	
•	SOUTHERN DIVISION CHARLESTON, SC	FLAMMABLE LIQUIDS STORAGE	DS STOF	RAGE		# GOVT ESTABLE		CONTROL AMOUNT	\$ LN			
		CECIL FIELD, FLORIDA	ORIDA			Bid Item 1		Bid Item 2	Bid Item 3	Bid Item 4	Total s	
, o <u>x</u>	Offeror		Bid Bond Twoe Nomt		Amend F	Bid Item 1 \$		Bid Item 2 \$	Bid Item 3	Bid Item 4	Total \$	
-	L. C. GASKINS C	CONSTRUCTION CO.	7		W/A	167,700	90 OC					
	PERRY-MCCALL CON	PERRY-MCCALL CONSTRUCTION INC. JACKSONVILLE, FL	7	/	7/4 1	143,000	80 0 23	-3,000.00				
l en	SOUTHMARK CONSTRUCTORS INC. JACKSONVILLE, FL	TRUCTORS INC. FL	7	7	W/A /	102,500	aa e		$\bigcirc$			
	ARKO CONSTRUCTION JACKSONVILLE, FL	ION & ENGINEERING FL	7		J/m =	119.850	g b				-	991
<b>(</b>	UNICON GROUP INC. PONTE VEDRA BEACH,	NC. ACH, FL	7	7	N/A	222,465	25 44 5					
6	COKER CORPORATION JACKSONVILLE, FL	ION FL	7	/	N/M #	# 110 594 #	k B		(Z)			
-	PHOENIX COMMERCIAL CORP ORANGE PARK, FL	CIAL CORP. L	\	/	1/4	117,660	8000		(a)			
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5 ₩	Issuing Office -	N62467-92-B-2467	-2467			1 AUG 92	28 SEP	P 92 .27 NOV 92	ν 92	7	1	
OI JA	OICC - JAX AREA JACKSONVILLE, FL	PROJECT TITLE: REPLACE LIGHT FIXTURES, BUILDING 846, NAVAL AIR STATION LACKSONVILLE FI	REPLA NG 84	REPLACE LIGHT NG 846, NAVAL	HT AL AI		GOVT EST OF	CONTROL AMOUNT	\$ LNU			
			7	<u>.</u>		Bid Item 1	- E	Bid Item 2	Bid Item 3	Bid Item 4	Total	
N <sub>O</sub>	Offeror		Bid Bond Type 30% A	Bid Bond Type 30% Amt	Amend	Bid Item 1		Bid Item 2	Bid Item 3	Bid Item 4	Total \$	
-	SHAH CONSTRUCTION JACKSONVILLE, FL	V CO. INC.	7	7	$\omega$	242, 300	300					
2	TRAWICK CONSTRUCTION INC. BIRMINGHAM, AL	TION INC.	/	/	1	299,858	खे हुड़ व्य					
3	FLORIDA INDUSTRIAL ELECTRIC LONGWOOD, FL	AL ELECTRIC	7	7	7	182,216	e					
7	WOODINGTON CORP.	•	7	>	7	234,000	22 00				<b>L9</b>	
\ \v	ADVENTURE GROUP, OLATHE, KS	INC.	7	7	7	074,861	90 04	(1)			τ	
5	B/E ELECTRICAL CONTRACTORS INC. GROVETOWN, GA	NTRACTORS INC.	>	`	1	180,340	ું જ	. OFFE				
7	THOMPSON ELECTRIC INC. JACKSONVILLE, FL	INC.	7	,	/	166,500	31 8	(m)				
80	TAYLOR MOORE INC. LIBERTY, MO		7	/	1	152,150	8 3	(2)				
6	MILITARY CONSTRUCTION CORP. ORANGE PARK, FL	TION CORP.	7	7	7	169,487	49 78				-	
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CHARLESTON, SC	JACKSONVILLE, FL	LE, FL	181	174 (00.00)	\$			\$
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SAUER, INCORPORATED SACKSONVILLE, FL		<u> </u>	_	159 540.00				
COKER CORPORATION 2 JACKSONVILLE, FL	7	7		186,570.00	4			
WEATHER ENGINEERS, INC. JACKSONVILLE, FL		>		173,697.00	(3)			
ALPHA SERVICE, INC. JACKSONVILLE, FL	7	7		168,000.00	(d)			
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PROJECT TITLE: IMPROVEMENTS TO COMMUNICATIONS SYSTEMS, NAVAL STATION, JACKSONVILLE, FLORIDA	IMPROVEMENTS TO SYSTEMS, NAVAL NVILLE, FLORIDA	TO AL AIR IDA	GOVT EST 99 HAZ 399 Bid Item 1	CONTROL AMOUNT Bid Item 2 B	UNT S Bid Item 3	Bid Item 4	Total	
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COMPANY, INC.	7	4/4	145 391	6				
MILITARY CONSTRUCTION CORP.  ORANGE PARK, FL	7	1/19	139,700			·		
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OICC - JAX AREA JACESONVILLE, FL	REPAIR HELD MAINTENANCE BLDG.	: INTENANCE B	1	1338 \$ GOVT EST GO.		CONTROL AMOUNT	s L			
	MAYPORT, FLORIDA	)A	. —	Bid Item 1	Bid	Item 2	Bid Item 3	Bid Item 4	Total	
No. Offeror		Bid Bond	Amend	Bid Item 1		еп 2	Bid Item 3	Bid Item 4	Total \$	
ALFAIR DEV. CO.,	, INC.	/		123,000	K1 1		(F)			
PEEL BUILDERS, JACKSONVILLE, F	INC. FL	7	(	25,477	9					
ALPHA SERVICE, JACKSONVILLE, F	INC.	1	1	173,000	8					
SAUER INCORPOR	ATED FL	<u>'</u>	1	122,638	<b>a</b> _					041
ARKO CONSTRUCTION & JACKSONVILLE, FL	ON & ENG. INC.		J	143,400	-67					.
<del> </del>	ORS, INC. L	7	(	158,159	3					
THE BUSBY COMPANY,	.NY, INC.	7	1	206,210	g					
	IAL CORP.	7	1	143,000	ğ		9			
C.C. BORDEN CONSTRUCTION CO.	ISTRUCTION CO. L	7	١	173662	8					
L. C. GASKINS CONSTRUCTION CO.	ONSTRUCTION CO.	7	\	188,900	0			1		
ertify that I I a betract all e solicitation	nave opened read and recorded offers received in reponse	orded on onse to	66	31.5	nature and	Title of	Signature and Title Of Certifying Official	_	9-12-90	0
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18suing Office -  OICC - JAX AREA JACKSONVILLE, FL MAYPORT, FLORIDA	N62467- 90-B-6221	13 AUG 90					
AREA 2, FL		)	71	SEP 90   11 NOV 90	90	0	4
	I: AINTENANCE B	LDG. 1338	GOVT EST	CONTROL AMOUNT	NT \$		
_	LORIDA	<u> </u>	Bid Item 1	Bid Item 2	Bid Item 3	Bid Item 4	Total
No. Offeror	Bid Bond Type Amt	Amend B:	Bid Item 1	Bid Item 2	Bid Item 3	Bid Item 4	Total \$
PARAGON CONSTRUCTION GROUP, PONTE VEDRA BEACH, FL	, ING.	1	167.700 00				
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ION		TNG.	ELD, E	ond	~	7	7	7	1	\	Ž	1			   
SOLICITATION	-6105	RITTI	IL FI	Bid Bond Type 20 Comt	7		7		7	,	7				
SOI	N62467-92-B-6105	ritle:	AIR STATION, CECIL FIELD, FLORIDA		ATION	0	_	. INC.	F JAX	INC.					nd and recorded
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ABSTRACT OF OFFERS-CONSTRUCTION	Issuing Office	OICC - JAX AREA	JACKSONVILLE, FL	Offeror	PHOENIX COMMERCIAL CORPORATION ORANGE PARK, FL	MILTARY CONSTRUCTION CORPORANGE PARK, FL	JENKINS CONSTRUCTION INC. JACKSONVILLE, FL	DAN RICE CONSTRUCTION CO. HOLLY HILL FL	NELSON CONSTRUCTION CO OF JAX JACKSONVILLE, FL	ARKO CONSTRUCTION & ENG INC. JACKSONVILLE FL	the C				I certify that
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lasuing Office -	N62467-90-B-6299	536	3 AUG	16 90 13	SEP 90	12 NOV	06	CO	-	
OICC - JAX AREA JACKSONVILLE, FL	PROJECT TITLE: CONSTRUCT LIFT STATION ANI MAIN, NAVAL STATION	TATION ANI	) FORCE	# 107,000		CONTROL AMOUNT	4/3			
	MAYPORT, FLORIDA			Bid Item 1	Bid Item	2	Bid Item 3	Bid Item 4	Total s	
<u> </u>		Bid Bond	Amend	Bid Item 1			Bid Item 3	Bid Item 4	[otal	
No. Olieror		Type & Com	_	2	2			•	2	
ALPHA SERVICE IN JACKSONVILLE, FL	INC	1	7	15600	_					
BRADDOCK CONSTRUCTION INC.	UCTION INC. ACH, FL	`	7	107,556	7,					
V. J. USINA CONTRACTING INC.	TRACTING INC. FL	1	>	156,311						
JOHN WOODY INC. JACKSONVILLE, FL		1	\	117,300′						8
CHAFTAN CONSTRUCTION INC.	cTion inc.	7		7777	7					<b>Δ</b> Τ
ATLANTIC BEACH, FL	ELOPMENT INC. FL	/	>	,	, 0					
UTILITY SERVICE OF GAINESVILLE CAINESVILLE, FL	OF GAINESVILLE	1	had own b		\\		**			
UNICON GROUP INC.  PONTE VEDRA BEACH, FL	S. SH, FL	1	/	164339						
PETTICOAT CONTRACTING INC. JACKSONVILLE, FL	ACTING INC.	7	7	131,520	_					
MILITARY CONSTRUCTION CORP	CTION CORP	7	7	105,017				1		
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1#Suing Office - N62467-90-B-6299	8-6299						2	7
PROJECT TITLE:	LE:		GOVT EST	CONTROL AMOUNT	UNT S			
		1 7	Bid Item 1	Bid Item 2	Bid Item 3	Bid Item 4	Total	
Offeror	Bid Bond Type Wat	Amend	Sid Item 1	Bid ltem 2	Bid Item 3	Bid Item 4	Total \$	
J.C. KIMBERLY COMPANY AMELIA ISLAND, FL	/!/		\$ 113,535	- (3)				
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I certify that I have opened read and this abstract all offers received in this activitation	and recorded on in reponse to		Sten	Signature and Title	and Title of dertifying Official	1	9-13-90	

## APPENDIX H

Bid Data

for Jobs

Under \$100,000

(Source: Naval Air Station, Jacksonville, Florida)

AB	ABSTRACT OF OFFERS CONSTRUCTION		SOLICITATION	ISSUED		OPENED	BID EXPIRES		AMENDS	Page 1 of / Pages
8	Issuing Office -	N62467-91-B-2467	1467	27	27 FEB 92 7	7 APR 92	7 JUN 92	2 2		
RO	ROICC JAX AREA JACKSONVILLE, FL	RPL ELECTRICAL & TELEPHONE OUTLETS BUILDING 966, NAVAL AIR STATION	TELEPHONE (	OUTLETS	GOVT EST		CONTROL AMOUNT	<b>↔</b>		
		JACKSONVILLE, FL			Bid Item 1	Bid Item	2	Bid Item 3	Bid Item 4	Total
No.	Offeror		Bid Bond Type 20% Amt	Amend Ack Z	Bid Trem 1	Bid Item 2	em 2	Bid Item 3 \$	Bid Item 4	Total \$
	BMS N. CHARLESTON, SC	SC	D)(1)	>	23,967.00	G		7		
. 7	INTEGRATED DALLAS, TX	PROTECTION SYSTEMS INC	4/2	>	23,900.00	S)				
<u>.</u>	JIMENEZ INC. MOBILE, AL		>	0	38,473.00	16				
i . <del></del>	IMPERIAL ELECTRIC ELIZABETH, NJ	IC INC	- 2	d	57000.00	31				941
۶.	U.S. TELECOM GROUP MONTICELLO, NY	OUP	4/2	d	24895.00	eg.		a		
C	B & H CONTRACTING CO., SHANNON, NC	NG CO., INC.		8	70,762.00	3				
7.	F & C SECURITY COVINGTON, GA	SYSTEMS	\ \	7	YY 000.00	e)				
×	AW & ASSOCIATES PANAMA CITY, FL	INC	3	K	35,650.00	8				
. 6	LANDERS & ASSOCIATES EAST POINT, GA	IATES		~	24,950.00	81				
10.	SHAH CONSTRUCTION CO., JACKSONVILLE, FL	ON CO., INC.	>	il	28,570.00	94				
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Issuing Office	N6.467-89-8-2504	504		28FEB92		31MAR92 3	30JUN92		7	-		- 1
ROICC JAX AREA	CLEAN THREE FUEL SOTRAGE TANKS	SOTRAGE TANKS	E TANK	S LE. FI	GOVT EST	CONTR	CONTROL AMOUNT	\$				}
	NAVAL ALIA CIATA				Bid Item 1 &	Bid Item	m 2	Bid Item 3	Bid Item	4	Total	1
Offeror		Bid Bond Type 20 % Amt	<u></u>	Amend Ack /	Bid Item 1 \$	Bid Item	т 2	Bid Item 3	Bid Item 4	<b>7</b>	lotai	1
ENVIRONMENTAL RECOVERY GROUP	RECOVERY GROUP FL	د ا		``	18 000 000							
PETROLEUM TANK SERVICE INC NEWELL, NC	SERVICE INC	د	-	``	106,100.00	0						ļ
DEES CONTRACTING, INC SAVANNAH, GA	ic, inc	١ -	>		98,750.00	5/						!
ENVIRONMENTAL R FREDERICKBURG,	RESTURATION CO VA	7			7,620.00	15.					<b>441</b>	1
DOWELL SCHLUMBERGER,	ERGER, NORTH AMERICA	د	2		97,263.00	0						i
ORANGE ENVIRONMENTAL ORLANDO, FL	TENTAL SERVICES,	7			70,240.00							
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, ,	Issuing Office -	N62467- 91-B-2464	B-2464		10 AUG 92	10 SEP	92 10 NOV	0V 92	0			
01 AC⊟	ROICC JAX AREA JACKSONVILLE, FL	PROJECT TITLE: REPAIR OF ROOF TRUSSES IN BLDGS	TRUSSES IN	BLDGS	GOVT EST		CONTROL AMOUNT	OUNT \$				
		162, 163 & 164, NAVAL AIR JACKSONVILLE, FLORIDA	NAVAL AIR LORIDA	STATION	E Z	P God of Bid	d Item 2	Bid Item	2	Bid Item 4	Total	
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<del></del>	JACK ESPENSHIP CONST LAKE CITY, FL	CONST CO.	7	0	8/169.00	<i>2</i> 3						
· ~:	MILITARY CONST CORP.	CORP.	>	0	22,627.99	27.08	<u>-</u>					
	SHECKLER CONTRACTING CONNEAUT LAKE, PA	ACT ING PA	>	0	81,230,00	30,00						
	PHOENIX COMMERCIAL CORP.	CIAL CORP.	3	0	ļ	\$						8
1/	JENKINS CONSTRUCTION INC. JACKSONVILLE, FL	RUCTION INC. FL	7	0	34,000.00	8,00	(o					Lī
	THE BARLING COMPANY ORANGE PARK, FL	4PANY	7	0	45,221.00	87	(e)					
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	OTCC. JAX AREA	MOJECT WINE INSTALL 400 HERTZ INVERTERS, BLDG 67.	: INSTALL 400 TERS: BLDG 67	<u></u>	ron non	מטונאם	שויטים	010 11 EM	TOTAL
	FL	NAS, CECIL	FIELD, FL	T	177		-	\$	
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-			707	·	119,116.00				
7	MCCLURE ELECTRICAL CONSTR ATLANTA, GA		20%		82, 16,00		3		
<u> </u>	EAST BAY ELECTRIC, INC. PANAMA CITY, FL		20%		8/28 60		·		
7	WILKES MECHANICAL CONTR, INC. JACKSONVILLE, FL		2 2		so hair 16				
\ v	DESJARDIN ELECTRICAL SERV ORANGE PK, FL		20 %		3 44 CB				541
9	M. E. ROMAN ELECTRIC JACKSONVILLE, FL		70%		73,00.00		d,		
	LEO'S CONSTRUCTION & FENCE, INC. ST. MARY'S, GA 31558		? ?		74,00.00		_		
	MARDANT ELECTRICAL CONSTR CO., I JACKSONVILLE, FL	INC	20 %		17.88.00				
6	WADDINGTON & SON ELECTRIC CO. JACKSONVÍLLE, FL	·	26		93.95.4				
10	JACKSONVILLE, FL		20		94,2700				
11	MILITARY CONSTRUCTION CORP. ORANGE PK, FL		5. 2.	•	89.20.00	1			
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	N62467-90-B-2428	PROJECT TITLE: LANDSCAPING OF FAMILY HOUSING	NAVAL AIR STATION, JACKSONVILLE FLORIDA			PING	NC.	<b>!</b>	CTION CORP					offers received in reponse
ABSTRACT OF OFFERS-CONSTRUCTION	Issuing Office -	ROICC, JAX AREA JACKSONVILLE, FL		Offeror	AVERY GRANT INC. COLUMBUS, GA	ALDRIDGE LANDSCAPING JACKSONVILLE, FL	BENTLEY HOGAN, INC. NORCROSS, GA	L. C. GASKINS CONSTUCTION CO., JACKSONVILLE, FL	MILITARY CONSTRUCTION CORP ORANGE PARK, FL					riify that I have abstract all offer solicitation
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SOLICITATION	-6153	E: TER LIG NAVAL	ORIDA	Bid Bond Type 26 % A	7	\	7	>	3	7	7	7			and recorded in reponse t
	N62467-90-B-6153	INSTALL PERIMETER LIGHTING, YELLO	CECIL FIELD FLORIDA		IAL CONST CO	ASSOCIATES INC	RIC CO		INC.	IATES INC.		ON CO., INC.			received
ABSTRACT OF OFFERS-CONSTRUCTION	Issuing Office -	ROICC JAX AREA JACKSONVILLE, FL		Offeror	MARDANT ELECTRCIAL CONST	BURDETTE & ASSOC MACON, GA	LAVANDERA ELECTRIC CO TAMPA, FL	POWER SOUTH INC. CHIEFLAND, FL	AW& ASSOCIATES INC.	THE POWER ASSOCIATES PORT RICHEY, FL	JIMENEZ, INC. MOBILE, AL	SHAH CONSTRUCTION CO., JACKSONVILLE, FL			rtify that I have abstract all offerolicitation
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SOLICITATION	-B-2491	BUILDING 109,	CKSONVILLE, F	Bid Bond Tvoe 200, Ame	7													in reponse to
STRUCTION	N62467-91-B-2491	PROJECT TITLE: STORAGE AREA, BUILDING 109, NAVAL	AIR STATIN, JA															1
DEFERS-CONSTRUCTION	asing Office -			200000	DAT	1												certify that I have opened read his abstract all offers received his solicitation
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N62467-92-6116  125 AUG 92 24 SEP 92 24 NOV 92  OJECT TITLE: REPLACE OUTFALL  IR STATION, CECIL FIELD, FL  Bid Bood  Amend  Type D	ABSTRACT OF OFFERS-CONSINGUILON	20010110100			-				
PROJECT ITILE: REPLACE OUTFALL STRUCTURE, LAKE FRETUREL, NAVAL AIR STRUCTURE, LAKE FRETUREL, NAVAL Bid Item 2  Bid Item 4  Bid Item 3  Bid Item 4  Frequency  Ack 4  Soon 90  Apploa 00  A	N62467- 92-6116	,0	25 A		92	NOV 92	0		
AIR STATION, CEALL FIELD, FL.  Bid Jenn 1, P.  Bid Jenn 2, Bid Item 3 Bid Item 4 Total  State Bond Amend 1 Bid Item 2	9	STWELL, NA	TALL	GOVT EST	CONTROL				
6. SALVACE CORP.	AIR STATION, CECIL			I ∺\∴	Bid Item			Item 4	Total
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	UNICON GROUP PONTE VEDRA BEACH, FL	>	}	17240.00	$\forall$				
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ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	1	ISSUED	OPENED	BID EXPIRES		AMENDS	Page of Pages
Issuing Office -	N62467-89-C-6237	5237	12	AUG 91	11 SEP 9	91 10 NOV 91	91	<i>B</i>	
OICC - JAX AREA JACKSONVILLE, FL	PROJECT TITLE: REPAIRS TO TRANSIT STORAGE,	RANSIT STO	RAGE,	GOVT EST		CONTROL AMOUNT	<b>4</b>		
	BLDG. 1259, NAVAL MAYPORT, FLORIDA	NAVAL STATION PRIDA	ION,	Bid Item 1 as	+	Bid Item 2	Bid Item 3	Bid Item 4	Total
No. Offeror		Bid Bond Type Amt	Amend Ack	6		Bid Item 2 \$	Bid Item 3 \$	Bid Item 4	Total
AMERICAN COMMERCIAL CONTRACTOR WOODSTOCK, GA	AL CONTRACTOR	//	>	94,7180	\$				
ALPHA SERVICE, INC. JACKSONVILLE, FL	ů	\	7	93,000.	8,0		×		
SAUER INCORPORATED JACKSONVILLE, FL	Q	7	>	88,760.00	a)		~		
UNICON GROUP INC. PONTE VEDRA BEACH,	, FL	//	7	94,308.00	89.				981
DAN RICE CONSTRUCTION CO.	rion co.	7	7	69.787.00	\$ 60°		/		
COKER CORPORATION JACKSONVILLE, FL		7	/	9,029.00	200		3		
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I certify that I have opened read this abstract all offers received this solicitation	opened read and recorded	orded on		No.	Signature	and Title 0	Signature and Title Of Certifying Official	DATE	18/11
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Issuing Office - No.	N62467-91-C-6243	43	12	AUG 91 11 SEP	91	10 NOV 91	ra l	
REA F1.	PROJECT TITLE:	E HVAC AT	CPO CLUB	GOVT EST	CONTROL AMOUNT	40UNT \$		-
	NAVAL STATION, MAYPORT, FL	, MAYPORT	, FL	852, 639.00	Bid Item 2	. Bid Item 3	Bid Item 4	Total
Offeror	-	Bid Bond Type 2% Amt	Amend Ack O	Item 1	Bid Item 2	Bid Item 3	Bid Item 4	Total
BILL WILLIAMS A/C & HEAJACKSONVILLE, FL	& HEATING INC.	//	>	5993903				
AIRPRO SERVICE COMPANY JACKSONVILLE, FL		None	>	50,790.00				_
GREAT ATLANTIC BOILER S JACKSONVILLE, FL	SERVICES	\ \ \	`	12,912.00				-
ALPHA SERVICE, INC. JACKSONVILLE, FL		\ \	`	299%				781
SAUER INC. JACKSONVILLE, FL		/	\	61, 900 24				
COOPER MECHANICAL CONTI	CONTRACTORS	>	7	65,800.94				
PYRAMID MECHANICAL, INC. JACKSONVILLE, FL	·	7	\	63324.08				
DAN RICE CONSTRUCTION CO. HOLLY HILL, FL	.00	/		59,782.0		8		-
SOUTHEASTERN CHILLER SERVICES JACKSONVILLE, FL	ERVICES	7	\	53,526.00		~		
WEATHER ENGINEERS, INC. JACKSONVILLE, FL		7	7	63,175,00				

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lasuing Office -	N62467-91-B-6243	-6243	12 /	AUG 91 11 S	SEP 91 10 NOV 91	V 91	0	2	2
OICC - JAX AREA JACKSONVILLE, FL	PROJECT TITLE: REPAIR/REPLACE AT CPO CLUB	EPAIR/REPLAC	E HVAC	GOVT EST	CONTROL AMOUNT	s Int			١
	NAVAL STATION   MAYPORT, FLORIDA	ď		Bid Item 1	Bid Item 2	Bid Item 3	Bid Item 4	Total	١
No Offeror		Bid Bond Type Manc	Amend Ack 6	Bid Item 1	Bid Item 2	Bid Item 3	Bid Item 4	local \$	
COKER CORP. JACKSONVILLE,	FL	5	/	75,700.00					1
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ABS	ABSTRACT OF OFFERS-CONSTRUCTION		SOLICITATION	N.	ISSUED	OPENED	BID EXPIRES	PIRES	AMENDS	Page of Pages
188	Issuing Office -	N62467-90-B-6143	5143		20 JUN 91	23 JUL	91 21 SEP	Р 91	0	
	AREA LE, FL	PROJECT TITLE: LANDSCAPE PARKING AREA,	NG AREA,		COVI	GOVT EST	CONTROL AMOUNT	UNT \$		
		DOLLDING JED, NAVAL AIR STATION, CECIL FIELD, FL	, NC		Bid In	Item 1 Bi	Bid Item 2	Bid Item 3	Bid Item 4	Total
No.	Offeror		Bid Bond Type Amt	d Amend	Bid 1	tem 1 Bi	Bid Item 2 \$	Bid Item 3	Bld ltem 4	101a1
_	ARK.	& ENGINEERING	7		0 46,	46,890.				
61	K & H MECHANICAL INC. KINGSLAND, GA	NC.	2	3	0 77,	71, 19"				
-	CENTRAL FLORIDA LANDSCAPING TANPA, FL	NDSCAPING	2	7	946	94,036,25				
,	WALDING COMPANY JACKSONVILLE, FL		>		0 5/10	5/1019 (2)		7		681
2	SUN STATE NURSERY JACKSONVILLE, FL	& LANDSCAPING	7	<i>ح</i>	6,70	57 9.70. 30		W		
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JACKSONVILLE, FU SYSTEM/EMERGENCY LIGHTS, BUIL 108 & 160, NAVAL AIR STATION, JACKSONVILLE, FIORIDA			·	NOV 24	7	
JACKSONVILLE, FLORI	INSTALL FIRE AND LICHTS, BUILDING STATION	ALARM GOVT EST		CONTROL AMOUNT \$		
	tDA	Bid Item 1 \$ 39 300.	O. Bid Item	2 Bid Item 3	Bid Item 4	Total
Offeror Typ	Bid Bond Am Type 20 Amt A	ו דיק	Bid Item	2 Bid Item 3	Bid Item 4	Total \$
DEBERRY ELECTRIC CO., INC. JACKSONVILLE, FL	\	0 28,975,00	9			
EAST BAY ELECTRIC, INC.	)	1 38 127 5	N.			
THOMPSON ELECTRIC INC.	\	1 25,900,00	A 4			
MILITARY CONSTRUCTION CORP. ORANGE PARK, FL	7	26,977.00	7.8 (3)			06
COOPER ELECTRIC CO. ORANGE PARK, FL	1	31, 100, 00	)			τ
KEN ROBINSON OF FLORIDA, INC.	1 //	34,500.00	8)			
PILOT ELECTRICAL CONSTRUCTION JACKSONVILLE, FL	0		13.00			
SUN ELECTRIC COMAPNY JACKSONVILLE, FL		1 2965.00	8			
LANGSTON ELECTRIC CO., INC. JACKSONVILLE, FL		1 37,234.00	<i>8</i> 1			

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- 3. Park, William R. <u>Construction Bidding for Profit</u>. A Wiley-Interscience Publication, 1979.
- Casey, B. J. and L. R. Shaffer. <u>An Evaluation of Some</u>
   <u>Competitive Bid Strategy Models for Contractors</u>. Report No.
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- 5. Edelman, F. The Art and Science of Competitive Bidding.
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